

State University in 1981 and a Masters in Business Administration from Northwestern University in 1987.

4. From 1987 to 1990, prior to my employment at Abbott, I worked as a strategic consultant at Booz, Allen, and Hamilton.

5. I have been employed at Abbott since 1990. During that time, I have been responsible for strategic planning, commercial forecasting for research and development ("R&D") projects, and decision analysis. After joining Abbott in 1990, I worked for about five years in the Diagnostics Division in a variety of strategic planning and strategic marketing roles. From approximately 1995 to 2002, I was Director of New Product Planning ("NPP") and Market Research for Abbott International ("AI"), the division of Abbott that is focused on international markets. There were about five employees who reported to me at that time, including Laura Robinson and Anil Namboodiripad. As Director of NPP and Market Research, I was responsible, along with my staff, for working with Abbott's R&D personnel to generate commercial forecasts with respect to international markets for pharmaceutical compounds. My staff and I also coordinated our efforts with our counterparts in the New Product Development ("NPD") group in the Pharmaceutical Products Division ("PPD"), who were responsible for generating commercial forecasts with respect to the United States market. The general practices used by the NPD for creating commercial forecasts for the United States were the same as were used for creating commercial forecasts for international markets.

6. Starting in the late 1990s, while still formally Director of New Product Planning and Market Research, I was responsible for creating and leading a group

within Abbott that came to be called the Decision Support Group (“DSG”). Steve Kummerle, Elizabeth Kowaluk, and Tim Vanbiesen worked in the DSG and reported to me. Around 2002, my position formally changed to Senior Director of the Decision Support Group.

7. During the 2000 to 2001 time period, the DSG, under my direction, helped analyze the various pharmaceutical compounds in Abbott’s R&D portfolio. The DSG worked in a cross-functional manner with individuals knowledgeable about the compounds, including therapeutic venture leaders and new product development, regulatory and discovery personnel. The DSG was responsible for facilitating decision-making with respect to development strategy, “Go/No Go” decisions, regulatory approval, and manufacturing strategy for compounds. During that period, the DSG worked closely with the Portfolio Analysis Group. The Portfolio Analysis Group was responsible for providing analysis to assist management with R&D budget allocations and other strategic decisions to optimize the portfolio. The Portfolio Analysis Group was under the direction of the R&D Controller. Steven Cohen was the R&D Controller until early 2001, at which point that position was filled by Tom Lyons. I served on a Portfolio Advisory Committee which coordinated with the Portfolio Analysis Group. Personnel in the Portfolio Analysis Group with whom I worked closely at that time included Steven Cohen, Jenny Dart and Chris Turner.

Abbott’s Commercial Forecasts

8. The NPP and NPD personnel were responsible for creating commercial forecasts for each program, or for the separate projects within a compound development program. (“Program” refers to the overall research and development of a

compound. "Project" refers to the research and development of a compound for a specific indication or market.) The commercial forecasts included projections regarding the sales the compound would generate if successfully launched. Projected development timelines and R&D expenses for each project were developed by therapeutic venture personnel. The nominal commercial forecasts were based on an assumption of success through each phase of development and regulatory approval. The forecasts also were based on a set of assumptions regarding the profile of the project, including characteristics such as efficacy and side effects. Around the beginning of 2001, Abbott began developing "Low" and "Upside" commercial forecasts, in addition to "Base" case forecasts. The Low and Upside forecasts were based on less attractive and more attractive product profile assumptions, respectively, as compared to the Base forecasts.

9. The DSG facilitated the development of estimated technical success probabilities for each project, with input from the development teams and regulatory personnel. The technical success probability for a particular phase of development reflects the project's estimated probability of successfully completing that phase. The overall estimated project technical success probability -- which represents the estimated probability of passing through all stages of development and receiving regulatory approval -- is calculated by multiplying the technical success probabilities for each stage of development. The DSG applied the technical success probabilities to the commercial forecasts and development expense projections to calculate risk-adjusted "expected" costs and sales. DSG also applied a 12.5% discount rate to calculate the

expected net present value of projects for purposes of comparison with other projects and other decision analysis purposes.

Commercial Forecasts Prepared by Abbott Near the Date of the Agreement with Hancock

10. I understand that John Hancock's damages expert Alan Friedman states that the commercial forecasts prepared by Abbott around the date of the execution of the Research Funding Agreement, which I understand to be March 13, 2001, reflect the value that the compounds would have had "but for" the existence of adverse information that allegedly was known to Abbott but not disclosed to John Hancock. In fact, however, those forecasts reflected all information known to Abbott at or near the date the forecasts were prepared, including any adverse information about the compounds that was known to Abbott.

11. Under Abbott's standard procedures, commercial forecasts are updated prior to portfolio reviews, budget decisions, project milestones, and for other management reviews. When Abbott updates its commercial forecasts, it incorporates all information known to Abbott at that time. Beginning in early 2001, Abbott undertook a review of its entire portfolio and updated its commercial forecasts in preparation for that review. As Director of NPP and leader of the DSG, I participated with my staff and the Portfolio Analysis Group personnel in updating forecasts for that meeting. Attached hereto as D's Exhibit 591 is a true and correct copy of a memorandum, dated January 25, 2001, from Jenny Dart to attendees of a 2001 APU Prioritization Meeting, enclosing "the analysis and project forecasts that form the basis for the 2001 APU Prioritization Meeting, scheduled for January 29, 2001." "APU" stands for April Update, which is a process that Abbott regularly follows for updating

its Annual Plan (*i.e.*, its budget) in April. (Abbott also updates its Annual Plan annually in August of each year, which is referred to as the August Update or “AGU”.) I received this memorandum from Jenny Dart and attended the 2001 APU Prioritization Meeting. As noted in the memorandum, Abbott began the process of gathering commercial forecast data in October 2000 and, with the facilitation of the DSG, “conducted several working sessions with the project teams to ensure a consistent, structured approach towards the gathering of the portfolio data.” Consistent with Abbott’s standard practice, the analyses and forecasts contained in the presentation reflect all information known to Abbott as of January 25, 2001.

12. I understand that John Hancock has alleged that Abbott misrepresented the status and prospects of ABT-773, ABT-594, and ABT-518. As reflected in the presentation enclosed with Ms. Dart’s memorandum, around the time of the agreement with Hancock, Abbott considered these compounds among the most valuable of the dozens of compounds in its entire portfolio. For example, as reflected on page ABBT0012453, in terms of expected value, Abbott ranked the ABT-773 tablet project (the primary ABT-773 project) and the ABT-594 neuropathic (“neuro”) pain project (the primary ABT-594 project) fourth and fifth, respectively, and in terms of short term revenue, Abbott ranked those projects second and sixth, respectively. As reflected on page ABBT0012466, in terms of long term profit, the ABT-594 neuro pain project ranked first, the ABT-773 tablet project ranked fifth, and ABT-518 ranked thirteenth.

13. As reflected at pages ABBT0012456-59 of the presentation enclosed with Ms. Dart’s memorandum, as of January 25, 2001, which was shortly before what

I understand to be the March 13, 2001 execution date of the agreement with Hancock, Abbott estimated the technical probability of success of the ABT-773 tablet project at 72 percent, the ABT-594 neuro pain project at 32 percent, and ABT-518 at 14 percent.

14. Because the portfolio prioritization and budget process continued throughout the spring and summer of 2001, the DSG and Portfolio Analysis Group continued to revise and update the commercial forecasts, as appropriate, in light of any new information or analysis. Attached hereto as Exhibit 800 is a true and correct copy of an Abbott document entitled "Summary of Success Probabilities by Project and Franchise Portfolio Analysis (March 2001)". As reflected in the heading of the table, the document had been updated to reflect "Success Probabilities [as of] 4/6/01". The names "Liz," "Tim," and "Steve" listed in the upper left hand corner of the document are a reference to Elizabeth Kowaluk, Tim Vanbiesen, and Steve Kummerle, who prepared these technical probabilities of success at my direction as part of the ongoing portfolio analysis. The document reflects that, as of April 6, 2001, Abbott's estimated technical probabilities of success for the ABT-773 tablet project and the ABT-594 neuro pain project were identical to the probabilities estimated in January 25, 2001 and the technical probability of success for ABT-518 was substantially the same as in January (13 percent, compared to 14 percent).

15. Attached hereto as D's Exhibit 801 is a true and correct copy of a presentation titled "Portfolio Analysis of 2001 Abbott Global Pharmaceutical Development Assets" that the Portfolio Analysis Group, with support from me and other DSG personnel, prepared for an April 20, 2001 portfolio prioritization meeting. The presentation reflects the commercial forecasts for compounds in the Abbott

portfolio, including ABT-518, ABT-594, and ABT-773, based on information known to Abbott as of April 2001, and incorporates the estimated technical probabilities of success from the April 6, 2001 document described above.

Purpose and Limitations of Commercial Forecasts

16. The commercial forecasts, both nominal and risk-adjusted, are a tool used to facilitate comparisons between different compounds for portfolio analysis, decision analysis and budgeting purposes. The nominal commercial forecasts provide a prediction of sales and profits assuming that the compound is successful. Because the development of new drugs is risky and uncertain, however, the most likely outcome for many compounds is that they will fail to obtain regulatory approval and, consequently, will generate no sales or profits. For example, although ABT-518 and ABT-594 were among Abbott's more promising compounds, Abbott estimated there was an 86 percent and 68 percent likelihood, respectively, that they would not pass through each phase of development and receive regulatory approval and, therefore, would generate no sales or profits. As of March 2001, Abbott estimated, based on the information available to it at that time, that the ABT-773 tablet project had a 28 percent probability of not achieving regulatory approval. That estimate, however, was necessarily based on the information known to Abbott at that time. Information that became available to Abbott after March 2001, such as the more stringent regulatory standards announced by the FDA regarding a compound in the same class and results of subsequent clinical trials, caused Abbott to lower the estimated technical probability of success and forecasted sales of that product, and eventually terminate internal development of the compound. Even if a compound is approved and marketed, the actual sales will vary substantially

from the nominal forecasted sales if any of the assumptions underlying the forecast are rendered obsolete by subsequent events and information.

17. The risk-adjusted expected commercial forecasts are not intended to predict the actual sales of any given compound or group of compounds. In fact, the actual sales will almost never equal or approximate the risk-adjusted expected sales. For example, if the compound is terminated and not out-licensed, as is the case with many developmental compounds, the actual sales will be zero. Similarly, if the compound launches, its sales will approximate the nominal forecasts (assuming the nominal forecasts were accurate at the time of creation and not rendered obsolete by subsequent information). The risk-adjusted sales projections simply constitute the weighted average of nominal sales, if launched and zero sales, if terminated. The weighting factor is the probability of launch.

18. Although the commercial forecasts are reasonable, for decision analysis purposes, at the time of creation, they are necessarily limited to the information available to Abbott at the time. If new information becomes available after the date the forecasts are created, such as new data from clinical trials, changes in the regulatory climate, or clinical data regarding competitors' compounds, it may require an adjustment in the commercial forecast. For instance, if the sales projections are based on an assumption that the compound will be marketed for a particular indication and subsequent clinical trials show that the compound cannot be successfully marketed for that indication, the risk-adjusted sales (and the actual sales, if the compound is brought to market) will be lower than the original projections. Similarly, if the technical probability of success is based on currently available clinical data regarding the

expected safety and efficacy profile of a compound, and new clinical data becomes available that indicates that the compound has a less favorable safety and efficacy profile, the technical probability of success will decrease. For example, as noted above, as of January 25, 2001 and April 6, 2001, Abbott projected the technical probability of success of the ABT-594 neuro pain project at 32 percent. This estimate was based on all the information that Abbott knew about the compound at that time. After the results of the ABT-594 trial were unblinded in mid-April and subsequently analyzed, Abbott gained new, negative information regarding the compound, which caused it to revise the technical probability of success to 23 percent and to greatly decrease the sales projections.

19. As noted above, the commercial forecasts, including expected net present value, of projects are developed for decision analysis, portfolio analysis, and budget prioritization purposes. To the best of my knowledge and belief, the Abbott corporate finance department has never been provided with information regarding the expected value of compounds or projected revenue from compounds for income statement purposes. Also, to the best of my knowledge and belief, Abbott has never recorded developmental compounds as assets on its books and has never recorded projected revenues from developmental compounds as income.

Nominal and Expected Spending

20. As noted above, the commercial forecasts include projected R&D expenditures on each project, assuming it passes each phase of development and achieves regulatory approval. Those non-risk adjusted cost projections are sometimes referred to as “nominal” spending projections. For decision-analysis purposes, the

DSG and Portfolio Analysis Group also generated estimates of risk-adjusted spending, which are sometimes referred to as "expected" spending. To calculate "expected" spending, post-milestone spending is discounted by the probability that the compound will pass that milestone. If there is no intervening milestone in a given calendar year, the "nominal" and "expected" spending for that year will be the same.

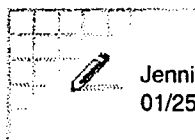
21. Expected spending is calculated by Abbott for decision analysis and portfolio analysis purposes. It does not represent Abbott's projected costs or budget for a compound. When calculated across Abbott's entire portfolio, expected spending provides an approximation of total portfolio spending in future years. But for a particular compound or group of compounds, it does not represent what Abbott actually expects to spend. In fact, Abbott never expects its actual spending on a compound to match the risk-adjusted expected spending. Abbott expects that its actual post-milestone spending will approximate the nominal spending projection if the compound passes the milestone or approximate zero if the compound does not pass the milestone. This concludes my testimony.

I declare under penalty of perjury under the laws of the United States of America that the foregoing is true and correct.

Executed on Feb 17, 2008 at Arlington, IL



Keith Hendricks



Jennifer Dart
01/25/2001 02:04 PM

To: Prioritization Meeting Attendees
cc: Global New Product Development
Subject: APU Priorization Meeting

Enclosed please find the analyses and project forecasts that form the basis for the 2001 APU Prioritization Meeting, scheduled for Monday, January 29th.

First, I'd like to thank each of the project teams for their contributions in the data gathering process (names of all project team members can be found under the each of the franchise summary tabs). We kicked off the data gathering process last October and, with the facilitation support of the Decision Support Group, conducted several working sessions for each of the project teams to ensure a consistent, structured approach towards the gathering of the portfolio data.

Much of the prioritization exercise will look a lot like what we did last July for the 2001 Plan. The Venn Diagram is still the primary analysis tool used to identify the most attractive R&D projects. There are several new schedules as well. I will walk you through these schedules at the Prioritization Meeting, but please feel free to call me (x78722) ahead of time if you have questions.

Jenny

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ABBT 0012433

SUMMARY

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ABBT 0012434

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2001 Budget Calculation

| | July 2000 Funding Assumptions | January 2001 Funding Assumptions | Variance |
|-------------------------------------|-------------------------------------|--|-------------------------------|
| | | | \$ % |
| Total R&D Budget | 630 | 572 | (58) -9% |
| Less: Discovery | (200) | (192) | 8 -4% |
| Less: Other | (60) | (96) | (36) 60% |
| 2001 Development Budget | <u>370</u> | <u>284</u> | <u>(86)</u> -23% |
| Plus: Incremental Blue Plan Funding | 50 | 100 | 50 100% |
| 2001 Development Budget + Blue Plan | <u>420</u> | <u>384</u> | <u>(36)</u> -9% |

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Value Measure Calculations

| | |
|---------------------------------|---|
| Expected Value (EV) | NPV adjusted for Risk (Incorporates technical and commercial risk including all three forecasts: Base, Upside, Downside) |
| Short Term Revenue Contribution | 2003 – 2006 Base Case Sales |
| Long Term Profit Contribution | 2007 - 2011 Base Case Division Margin |
| Productivity Index (PI) | EV / NPV R&D (Primarily used for valuing Mktd Product projects due to smaller R&D investment requirements) |

January 2001 Prioritization Meeting "Roadmap"

| Franchise | Program Name | 2001 Plan | Current Funding Requests | Prioritization Meeting Funding Decision Flow | | | | | Balance Across Franchise & Phase | Blue Plan: First \$25MM | Blue Plan: Next \$25MM | Blue Plan: Next \$50MM | Total |
|-----------------------|--------------------------------------|---------------|---------------------------|--|-------------------|--|--|--|----------------------------------|-------------------------|------------------------|------------------------|-------|
| | | | | Projects Meeting All Three Value Measures | Phase IV Projects | Projects Meeting 2 of 3 Value Measures | Projects Meeting 1 of 3 Value Measures | Projects Meeting 0 of 3 Value Measures | | | | | |
| Neuroscience | Depakote | 24.1 | 36.3 | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... |
| | Gabitril | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... |
| | ABT-594 | 8.9 | 20.4 | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... |
| | ABT-963 | 1.2 | 3.0 | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... |
| | ABT-089 | 0.7 | 7.0 | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... |
| | ABS-103/NPS-1776 | 0.6 | 12.1 | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... |
| | Hydrocodone | 4.0 | 4.0 | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... |
| | Subtotal - Neuroscience | 39.5 | 82.8 | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... |
| | Clarithromycin | 14.9 | 25.7 | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... |
| | Omnicel | 4.9 | 15.2 | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... |
| Anti-Infective | ABT-773 (Ketolide) | 88.0 | 99.5 | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... |
| | ABT-773 (Ketolide) Task | ... | 7.0 | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... |
| | ABT-492 (Quinolone) | 24.5 | 59.8 | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... |
| | ABT-677 (Neuraminidase) | ... | 37.2 | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... |
| | Subtotal - Anti-Infective | 132.3 | 244.4 | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... |
| Urology/Cardiology | ABT-980 (BPH) | 2.3 | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... |
| | Fenofibrate | 1.4 | 11.8 | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... |
| | Bimacromol | ... | 10.3 | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... |
| | ABT-598 (KCO) | 5.0 | 4.5 | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... |
| HIV/ Transplant | Subtotal - Urology/Cardiology | 8.7 | 26.6 | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... |
| | Ritonavir | 4.0 | 7.7 | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... |
| | Kaletra | 51.0 | 69.6 | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... |
| | Gengraf | 2.5 | 2.8 | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... |
| Oncology | Subtotal - HIV/ Transplant | 57.5 | 80.1 | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... |
| | ABT-627 (Endothelin) | 38.8 | 58.0 | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... |
| | ABT-518 (MMPi) | 7.4 | 9.0 | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... |
| | ABT-510 (TSP-1) | 10.0 | 12.0 | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... |
| | ABT-751 (Anti-Mitotic) | 8.4 | 10.0 | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... |
| | ABT-828 (K-5) | ... | 8.8 | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... |
| | FTI | ... | 4.1 | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... |
| Other | TSP-2 | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... |
| | YM 529 | ... | 15.0 | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... |
| | Subtotal - Oncology | 64.6 | 116.9 | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... |
| | New DDC Candidates | ... | 20.0 | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... |
| | Affordability | (18.3) | (18.3) | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... |
| Total | | 284.3 | 552.5 | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... |
| APU Budget Assumption | | \$ 284.3 | Cumulative Funding Amount | | 284.3 | 284.3 | 284.3 | 284.3 | 284.3 | 284.3 | 284.3 | 284.3 | 284.3 |
| | | | Budget Remaining | | ... | ... | ... | ... | ... | ... | ... | ... | ... |

Projects Considered for Funding in 2001

| Franchise | Program Name | Project Title | July '00 Prioritization Mtg | | 2001 Plan | Variance: Plan vs July Funded | 1/01 Prioritization Meeting Funding Requests | Variance: 1/01 Request vs Plan |
|----------------|----------------|--|-----------------------------|------------|-------------|-------------------------------------|--|--------------------------------------|
| | | | Funded | Blue Plan | | | | |
| Neuroscience | Dapakote | Elderly Agitation | 14.0 | | 4.8 | (9.2) | 4.8 | ... |
| | | Impulsive Aggression | 3.0 | | 2.5 | (0.5) | 2.3 | 0.2 |
| | | Psychosis | 5.0 | | 3.4 | (1.6) | 3.4 | ... |
| | | Dose Proportionality | | | ... | ... | 2.0 | (2.0) |
| | | Pediatric Patent Extn - Psych | 3.0 | | ... | (3.0) | 0.8 | (0.8) |
| | | Acute Migraine | | | ... | ... | 0.8 | (0.8) |
| | | PolyCystic Ovary | 1.0 | | 0.2 | (0.8) | 0.4 | (0.2) |
| | | Bipolar DR-ER Switch | | | ... | ... | 1.1 | (1.1) |
| | | Depakote Status Epilepticus | | | ... | ... | 0.6 | (0.6) |
| | | ER 250 MG | | | 2.8 | 2.8 | 2.7 | 0.1 |
| | | New Formulations | 2.0 | | 0.9 | (1.1) | 2.2 | (1.3) |
| | | 250 MG Sprinkles | | | ... | ... | 1.8 | (1.8) |
| | | ER Adolescent pK Study | | | ... | ... | 1.6 | (1.6) |
| | | DR Community Use Study | | | ... | ... | 1.0 | (1.0) |
| | | DR Neuroprotective Study | | | ... | ... | 0.6 | (0.6) |
| | | ER Adult Mania | | | ... | ... | 1.3 | (1.3) |
| | | Phase IV Commitments | | | 9.5 | 9.5 | 8.9 | 0.6 |
| | | Depakote Subtotal | 28.0 | ... | 24.1 | (3.9) | 36.3 | (12.2) |
| | | Gabitril | 1.0 | | ... | ... | ... | ... |
| | | ABT-594 | 35.0 | | 8.9 | (26.1) | 17.2 | (8.3) |
| | | Osteoarthritis | | | ... | ... | 3.2 | (3.2) |
| | | ABT-594 Subtotal | 35.0 | ... | 8.9 | (26.1) | 20.4 | (11.5) |
| | | Pain | 3.0 | | 1.2 | (1.8) | 3.0 | (1.8) |
| | | Attention Deficit Hyperactivity Disorder | 10.0 | | 0.7 | (9.3) | 7.0 | (6.3) |
| | | ABS-103/NPS-1776 | 10.0 | 4.0 | 0.6 | (9.4) | 12.1 | (11.5) |
| | | RAPID Dissolve | 5.0 | | 1.8 | (3.2) | 1.8 | ... |
| | | Controlled Release | | | 2.2 | 2.2 | 2.2 | ... |
| | | Hydrocodone Subtotal | 5.0 | ... | 4.0 | (1.0) | 4.0 | ... |
| Anti-Infective | Clarithromycin | Subtotal - Neuroscience | 92.0 | 4.0 | 39.5 | (52.5) | 82.8 | (43.3) |
| | | CAP Stepdow | 1.0 | | 0.9 | (0.1) | 0.9 | ... |
| | | Pertussis Prophylaxis | 3.0 | | 0.2 | (2.8) | 0.2 | ... |
| | | Differentiation - Immunomodulatory | | | 0.9 | 0.9 | 0.9 | ... |
| | | Differentiation - Mucoregulatory | | | 0.4 | 0.4 | 0.4 | ... |
| | | CAP Registry Counter Resistance Threat | 1.0 | | 1.6 | 0.6 | 1.6 | ... |
| | | Market Enhancements | | | ... | ... | 0.4 | (0.4) |
| | | Patent Support/ Formulation | 2.0 | | 0.2 | (1.8) | 0.2 | ... |
| | | 400mg Formulation | 1.0 | | ... | (1.0) | ... | ... |
| | | XL - France/Germany/Switzerland | 8.0 | | 6.8 | (1.2) | 6.8 | ... |
| | | MR Pediatric | 5.0 | | ... | (5.0) | 7.2 | (7.2) |
| | | MR 1000mg Formulation | 1.0 | | ... | (1.0) | 3.2 | (3.2) |

Projects Considered for Funding in 2001

| Franchise | Program Name | Project Title | July '00 Prioritization Mtg | | 2001 Plan | Variance: Plan vs July Funded | 1/01 Prioritization Meeting Funding Requests | Variance: 1/01 Request vs Plan |
|--------------------|--------------|--------------------------------------|-----------------------------|-----------|-----------|-------------------------------|--|--------------------------------|
| | | | Funded | Blue Plan | | | | |
| Urology/Cardiology | Fenofibrate | Clari vs Augmentin | | | 1.0 | 1.0 | 1.0 | ... |
| | | MECAP | | | 1.0 | 1.0 | 1.0 | ... |
| | | Ph IV commitments | | | 1.9 | 1.9 | 1.9 | ... |
| | | Clarithromycin Subtotal | | | | | | |
| | | Omnicef | 22.0 | ... | 14.9 | (7.1) | 25.7 | (10.8) |
| | | AECB | 5.0 | 5.0 | 4.9 | (0.1) | 5.0 | (0.1) |
| | | Pharyngitis | 5.0 | 5.0 | ... | (5.0) | 4.4 | (4.4) |
| | | Omnicef Subtotal | | | | | | |
| | | ABT-773 (Ketolide) | 10.0 | 5.0 | 4.9 | (5.1) | 15.2 | (10.3) |
| | | Tablet (Base Program) | 88.0 | | 88.0 | ... | 88.0 | ... |
| | | I.V. Formulation | | 7.0 | ... | ... | 7.5 | (7.5) |
| | | Japan Registration | 3.0 | | ... | (3.0) | 4.0 | (4.0) |
| | | ABT-773 Subtotal | | | | | | |
| | | ABT-773 (Ketolide) | 91.0 | 7.0 | 88.0 | (3.0) | 99.5 | (11.5) |
| | | ABT-492 (Quinolone) | 25.0 | | 24.5 | (0.5) | 24.5 | ... |
| HIV/ Transplant | Fenofibrate | Tablet - Reduced Ph III Risk | | | ... | ... | 32.4 | (32.4) |
| | | IV Formulation | | | ... | ... | 2.4 | (2.4) |
| | | Japan Registration | | | ... | ... | 0.5 | (0.5) |
| | | ABT-492 Subtotal | | | | | | |
| | | ABT-677 (Neuraminidase) | 25.0 | ... | 24.5 | (0.5) | 59.8 | (35.3) |
| | | Phase I | | | ... | ... | 37.2 | (37.2) |
| | | Subtotal - Anti-Infective | | | | | | |
| | | BPH Back-up | 148.0 | 12.0 | 132.3 | (15.7) | 244.4 | (112.1) |
| | | Diabetics | 45.0 | 6.0 | 2.3 | (42.7) | ... | 2.3 |
| | | Statin Reformulation - RTP | 4.0 | | ... | (4.0) | 1.1 | (1.1) |
| | | Statin Reformulation - Combo | | | ... | ... | 4.5 | (4.5) |
| | | PM Women | | | ... | ... | 2.1 | (2.1) |
| | | Post MI | | | ... | ... | 1.5 | (1.5) |
| | | Phase IV Commitments | | | ... | ... | 1.0 | (1.0) |
| | | Fenofibrate Subtotal | | | | | | |
| HIV/ Transplant | Blinocromol | Diabetic Neuropathy | 4.0 | ... | 1.4 | (2.6) | 11.8 | (10.4) |
| | | KCO Base Program | | 10.0 | ... | ... | 10.3 | (10.3) |
| | | Subtotal - Urology/Cardiology | | | | | | |
| | | M96-462 | 49.0 | 16.0 | 5.0 | (40.3) | 4.5 | 0.5 |
| | | NICE | 4.0 | | 8.7 | (3.1) | 26.6 | (17.9) |
| | | ERICA | | | 0.9 | (3.1) | 0.9 | ... |
| | | New Improved Formulation | | | ... | ... | 1.0 | (1.0) |
| | | Phase IV Commitments | | | 1.2 | ... | 1.2 | ... |
| | | Ritonavir Subtotal | | | | | | |
| | | Base Program | 4.0 | ... | 1.9 | ... | 2.6 | (2.6) |
| | | QD Program | 32.0 | | 4.0 | ... | 2.0 | (0.1) |
| | | Kaletra | | | 32.5 | 0.5 | 7.7 | (3.7) |
| | | | | | ... | ... | 32.8 | (0.3) |
| | | | | | ... | ... | 3.7 | (3.7) |

Projects Considered for Funding in 2001

| Franchise | Program Name | Project Title | July '00 Prioritization Mtg | | 2001 Plan | Variance: Plan vs July Funded | 1/01 Meeting Funding Requests | Variance: 1/01 Request vs Plan |
|-------------------------------------|------------------|--------------------------|-----------------------------|-----------|-----------|-------------------------------------|--|--------------------------------------|
| | | | Funded | Blue Plan | | | | |
| Oncology | | SEC Reformulation | 4.0 | | 4.1 | 0.1 | 1.0 | 3.1 |
| | | Knoll Reformulation | | | ... | ... | 2.8 | (2.8) |
| | | Expanded Access | | 2.0 | 5.3 | 5.3 | 6.9 | (1.6) |
| | | Phase IV: Switch | | 3.0 | 6.0 | 6.0 | 6.0 | ... |
| | | Phase IV: Sustiva add on | | 2.0 | 0.6 | 0.6 | 0.6 | ... |
| | | Salvage AV | | | ... | ... | 2.8 | (2.8) |
| | | RTV Enhanced PI's | | | ... | ... | 8.3 | (8.3) |
| | | Metabolic | | | 1.0 | 1.0 | 1.0 | ... |
| | | IBHSC | | | 1.5 | 1.5 | 2.2 | (0.7) |
| | | Special Populations | | | ... | ... | 1.5 | (1.5) |
| | Kaletra Subtotal | | 36.0 | 7.0 | 51.0 | 15.0 | 69.6 | (18.6) |
| | Gengral | | 2.0 | | 1.3 | (0.7) | 0.9 | 0.4 |
| | | Liquid Bio Study | | 1.0 | 1.0 | 1.0 | ... | 1.1 |
| PREFER | | | 1.0 | ... | ... | (1.0) | 0.5 | (0.5) |
| Pediatric PK | | | 4.0 | ... | 2.5 | (1.5) | 2.8 | (0.3) |
| Gengral Subtotal | | | 44.0 | 7.0 | 57.5 | 13.5 | 80.1 | (22.6) |
| Subtotal - HIV/ Transplant | | | 22.0 | | 38.8 | 16.8 | 42.0 | (3.2) |
| ABT-627 (Endothelin) | | | | 11.0 | ... | ... | 11.0 | (11.0) |
| Prostate Cancer - 2 Clinical Trials | | | | | ... | ... | 1.0 | (1.0) |
| Early Stage Pca Patients | | | | | ... | ... | 3.0 | (3.0) |
| Combination Taxane | | | | | ... | ... | 1.0 | (1.0) |
| Combination Bisphosphonates | | | | | ... | ... | 3.0 | (3.0) |
| Other | | Non-Prostate Cancers | 1.0 | | ... | (1.0) | ... | ... |
| | | ABT-627 Subtotal | 23.0 | 11.0 | 38.8 | 15.8 | 58.0 | (19.2) |
| | | ABT-518 (MMPI) | 7.0 | | 7.4 | 0.4 | 9.0 | (1.6) |
| | | ABT-510 (TSP-1) | 8.0 | | 10.0 | 2.0 | 12.0 | (2.0) |
| | | ABT-751 (Anti-Mitotic) | | | 8.4 | (4.6) | 10.0 | (1.6) |
| | | ABT-828 (K-5) | 13.0 | | ... | ... | 8.8 | (8.8) |
| | | FTI | | | ... | ... | 4.1 | (4.1) |
| | | TSP-2 | | | ... | ... | ... | ... |
| | | YM 529 | | | ... | ... | 15.0 | (15.0) |
| | | Subtotal - Oncology | 51.0 | 11.0 | 64.6 | 13.6 | 116.9 | (52.3) |
| | DDC 1 | 5.0 | | ... | (5.0) | 5.0 | (5.0) | |
| | DDC 2 | 5.0 | | ... | (5.0) | 5.0 | (5.0) | |
| | DDC 3 | ... | 5.0 | ... | ... | 5.0 | (5.0) | |
| DDC 4 | ... | 5.0 | ... | ... | 5.0 | (5.0) | | |
| Subtotal - Other | | 10.0 | 10.0 | ... | (10.0) | 20.0 | (20.0) | |
| Affordability | | (24.0) | | (18.3) | 5.7 | (18.3) | ... | |
| TOTAL | | 370.0 | 60.0 | 284.3 | (85.7) | 552.5 | (268.2) | |

July '00 Analysis vs January '01 Analysis
Venn Diagram Results: Projects Making All 3 Value Measures

| | July 2000 (Development Budget Assumption = \$370MM) | | | January 2001 (Development Budget Assumptions = \$285MM) | | |
|---------------------------|---|-----------------------|---------------|---|-------------------------|---------------|
| | Program | Project | 2001 R&D Cost | Program | Project | 2001 R&D Cost |
| Neuro | ABT-594 | Neuro & Osteo | 40.3 | ABT-594 | Neuro Pain | 17.2 |
| | | | | ABT-594 | Chronic Persistent Pain | 3.2 |
| Anti-Infective | ABS/NPS | Depakote Follow On | 7.1 | | | |
| | ABT-773 | Tablet | 89.5 | ABT-773 | Tablet | 87.0 |
| | ABT-773 | Pediatric Formulation | 16.3 | | | |
| Uro/Cardio | ABT-980 | BPH | 66.6 | | | |
| HIV | Kaletra | Core Program | 36.0 | Kaletra | Core Program | 32.8 |
| | ABT-627 | Prostate Cancer | 20.0 | ABT-627 | Prostate Cancer | 42.0 |
| Oncology | ABT-627 | Breast Cancer | 1.4 | | | |
| | | | | ABT-510 | TSP-1 | 12.0 |
| | | | | YM 529 | Bisphosphonate Analog | 15.0 |
| Total R&D Cost | | | 277.2 | | | 209.2 |

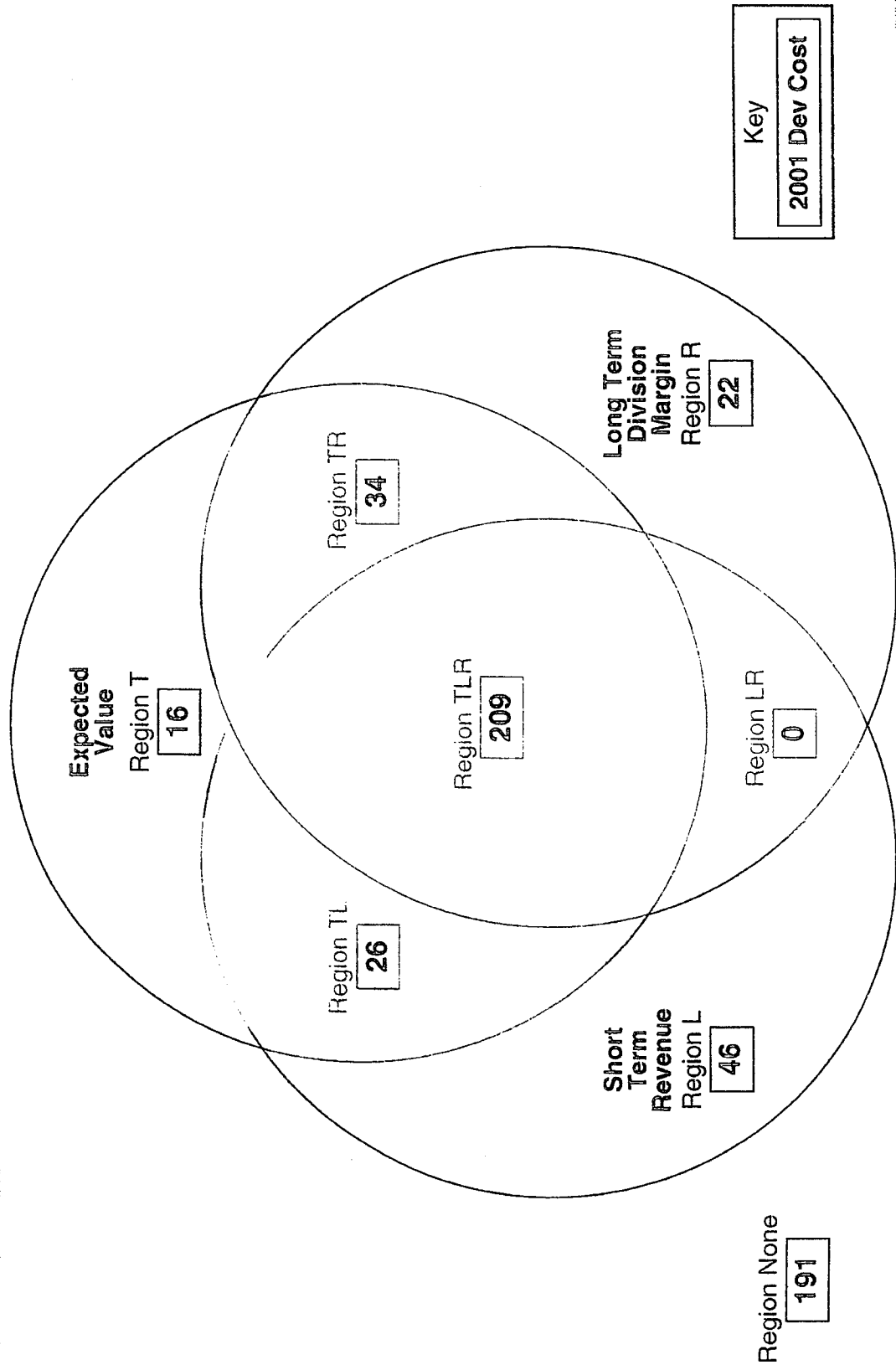
* Note: Venn diagrams included the following value measures: Expected Value, Short Term Revenue, Long Term Profit

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Portfolio Summary Including Expected Value, ST Revenue, LT Profit

**All Proj
Portfolio**



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Portfolio Summary Including Expected Value, ST Revenue, LT Profit Listing (I)

All Proj
Portfolio

| Region T: Top L: Left R: Right | Franchise | Program | Project | Expected Value (\$ millions) | Short Term Revenue (\$ millions) | Long Term Division Margin (\$ millions) | Next Year Cost (\$ millions) |
|---|-------------|------------------------|-----------------------------------|------------------------------------|---|--|---------------------------------------|
| TLR | Onc | ABT-510 (TSP-1) | Solid Tumor Cancer | 234.9 | 72.0 | 1300.9 | 12.0 |
| TLR | Neuro | ABT-594 | Chronic Persistent Pain | 80.1 | 119.6 | 713.8 | 3.2 |
| TLR | Neuro | ABT-594 | Neuro Pain | 360.7 | 433.9 | 2127.1 | 17.2 |
| TLR | Onc | ABT-627 (Endothelin) | Prostate Cancer 2 Clinical Trials | 576.6 | 274.5 | 1294.6 | 42.0 |
| TLR | Anti-Infect | ABT-773 (Ketolide) | Tablet | 521.5 | 900.9 | 1471.2 | 87.0 |
| TLR | HIV/Trans | Kaletra | Core Program: HIV; BID; ORAL | 2461.0 | 2302.7 | 2104.8 | 32.8 |
| TLR | Onc | YM 529 | Bisphosphonate Analog | 161.5 | 468.2 | 1628.8 | 15.0 |
| TR | Neuro | ABS-103/NPS-1776 | Epilepsy, Migraine, Bipolar | 586.2 | 0.0 | 2084.8 | 12.1 |
| TR | Onc | ABT-751 (Anti-Mitotic) | Solid Tumor Cancer | 119.4 | 46.6 | 771.6 | 10.0 |
| TR | Onc | ABT-828 (K5) | Solid Tumor Cancer | 90.5 | 0.0 | 806.9 | 8.8 |
| TR | Neuro | ABT-963 (COX-II) | Pain and Osteo | 233.9 | 63.5 | 1086.8 | 3.0 |
| TL | Anti-Infect | Clarithromycin | Clari Market Enhancement | 104.2 | 171.5 | 250.6 | 0.4 |
| TL | Neuro | Depakote | Depakote ER Adult Mania | 124.4 | 288.0 | 253.9 | 1.3 |
| TL | Neuro | Depakote | New Formulations | 142.1 | 130.0 | 200.1 | 2.2 |
| TL | Uro/Cardio | Fenofibrate | Feno Statin Reformulation RTP | 85.8 | 718.0 | 148.8 | 4.5 |
| TL | Uro/Cardio | Fenofibrate | PM Women | 129.5 | 460.0 | 328.0 | 1.5 |
| TL | HIV/Trans | Kaletra | Expanded Access | 107.9 | 88.4 | 34.0 | 6.9 |
| TL | HIV/Trans | Kaletra | Knoll Reformulation | 81.7 | 85.0 | 224.8 | 2.8 |
| TL | HIV/Trans | Kaletra | Phase IV Switch | 78.4 | 72.0 | 21.7 | 6.0 |
| T | Onc | ABT-627 (Endothelin) | Combination Bisphosphonates | 93.9 | 27.2 | 234.6 | 1.0 |
| T | Onc | ABT-627 (Endothelin) | Early Stage Pca Patients | 193.5 | 12.3 | 531.2 | 11.0 |
| T | Onc | ABT-627 (Endothelin) | Non Prostate Cancer | 98.7 | 24.7 | 342.2 | 3.0 |
| T | Neuro | Depakote | Peds ER Patent Extn - Psychiatry | 129.8 | 0.0 | 345.0 | 0.8 |
| T | Onc | TSP-2 | Solid Tumor Cancer | 158.9 | 0.0 | 563.5 | 0.0 |
| R | Onc | ABT-518 (MMPII) | Solid Tumor Cancer | 48.3 | 21.6 | 707.6 | 9.0 |
| R | Uro/Cardio | ABT-822 (Bimoclonol) | Diabetic Neuropathy | 40.0 | 68.0 | 988.5 | 13.4 |
| L | Anti-Infect | ABT-492 (Quinolone) | Tablet | 33.9 | 83.9 | 648.3 | 23.5 |

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T = EV
L = ST Revenue
R = LT

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Portfolio Summary Including Expected Value, ST Revenue, LT Profit Listing (II)

All Proj
Portfolio

| Region T: Top L: Left R: Right | Franchise | Program | Project | Expected Value (\$ millions) | Short Term Revenue (\$ millions) | Long Term Division Margin (\$ millions) | Next Year Cost (\$ millions) |
|---|-------------|-------------------------|--|------------------------------------|---|--|---------------------------------------|
| L | Anti-Infect | ABT-773 (Ketolide) | I.V. Formulation | 77.2 | 78.5 | 393.5 | 7.5 |
| L | Anti-Infect | Clarithromycin | Clari vs. Augmentin DRSP CAP | 25.8 | 96.7 | 71.2 | 1.0 |
| L | Anti-Infect | Clarithromycin | Differentiation-Mucoregulatory | 31.9 | 83.2 | 47.5 | 0.6 |
| L | Neuro | Depakote | Dose Proportionality | 70.2 | 85.0 | 38.6 | 2.0 |
| L | Neuro | Depakote | Impulsive Aggression | 50.2 | 103.0 | 40.7 | 2.3 |
| L | Neuro | Depakote | Psychosis | 29.4 | 81.0 | 33.8 | 3.4 |
| L | Uro/Cardio | Fenofibrate | Diabetic | 63.7 | 230.0 | 164.0 | 1.1 |
| L | Uro/Cardio | Fenofibrate | Feno Statin Reformulation Combo | 63.4 | 186.0 | 374.8 | 2.1 |
| L | HIV/Trans | Gengraf | EU Switch Study | 25.6 | 136.5 | 0.0 | 0.9 |
| L | Neuro | Hydrocodone | RAPID Dissolve | 23.2 | 121.0 | 87.0 | 1.8 |
| None | Neuro | ABT-089 (ADHD) | Attention Deficit Hyperactivity Disorder | 24.1 | 0.0 | 385.8 | 7.0 |
| None | Anti-Infect | ABT-492 (Quinolone) | IV Formulation | 33.5 | 19.3 | 308.7 | 2.4 |
| None | Anti-Infect | ABT-492 (Quinolone) | Japan Registration | 20.4 | 0.0 | 137.4 | 0.5 |
| None | Anti-Infect | ABT-492 (Quinolone) | Reduced Ph III Risk | 37.4 | 70.4 | 581.1 | 32.4 |
| None | Uro/Cardio | ABT-598 (KCO) | KCO Base Program | 47.7 | 0.0 | 83.4 | 4.5 |
| None | Onc | ABT-627 (Endothelin) | Combination taxane | 46.3 | 7.7 | 95.9 | 1.0 |
| None | Anti-Infect | ABT-677 (Neuraminidase) | Neuraminidase | -211.4 | 0.0 | -133.5 | 37.2 |
| None | Anti-Infect | ABT-773 (Ketolide) | Japan Registration | 12.1 | 46.0 | 206.8 | 4.0 |
| None | Anti-Infect | Clarithromycin | CAP Registry Counter Resistance Threa | 23.7 | 65.0 | 32.2 | 2.0 |
| None | Anti-Infect | Clarithromycin | Clari CAP Stepdown | 11.2 | 31.0 | 13.7 | 0.9 |
| None | Anti-Infect | Clarithromycin | Clari Phase IV Commitments | -0.5 | 0.0 | 0.0 | 0.5 |
| None | Anti-Infect | Clarithromycin | Differentiation-Immunomodulatory Studie | 19.2 | 66.2 | 23.2 | 1.6 |
| None | Anti-Infect | Clarithromycin | MECAPP | 17.6 | 50.6 | 33.1 | 1.0 |
| None | Anti-Infect | Clarithromycin | MR 1000mg Formulation | 1.2 | 18.3 | 14.0 | 3.2 |
| None | Anti-Infect | Clarithromycin | MR Pediatric | 6.9 | 47.0 | 73.9 | 7.2 |
| None | Anti-Infect | Clarithromycin | Pertussis Prophylaxis | 0.7 | 3.1 | 1.3 | 0.3 |
| None | Anti-Infect | Clarithromycin | XL-FR/GER/SWITZ | 21.7 | 57.3 | 70.8 | 6.8 |

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Portfolio Summary Including Expected Value, ST Revenue, LT Profit Listing (III)

All Proj
Portfolio

| Region T: Top L: Left R: Right | Franchise | Program | Project | Expected Value (\$ millions) | Short Term Revenue (\$ millions) | Long Term Division Margin (\$ millions) | Next Year Cost (\$ millions) |
|---|-------------|-------------|------------------------------------|------------------------------------|---|--|---------------------------------------|
| None | Neuro | Depakote | 250mg Sprinkles | 14.6 | 16.0 | 13.8 | 1.8 |
| None | Neuro | Depakote | Base Program | -8.9 | 0.0 | 0.0 | 8.9 |
| None | Neuro | Depakote | Depacon IV Acute Migraine | 20.2 | 24.0 | 28.3 | 0.8 |
| None | Neuro | Depakote | Depacon Status Epilepticus | 10.2 | 22.0 | 28.3 | 0.6 |
| None | Neuro | Depakote | Depakote DR Community Use Study in | 23.9 | 39.0 | 19.3 | 1.0 |
| None | Neuro | Depakote | Depakote DR Neuroprotective Study | 22.7 | 23.0 | 16.6 | 0.6 |
| None | Neuro | Depakote | Depakote ER Adolescent pK Study | 54.3 | 24.0 | 21.4 | 1.6 |
| None | Neuro | Depakote | DR-ER Switch - Bipolar | 48.0 | 64.0 | 42.1 | 1.1 |
| None | Neuro | Depakote | Elderly Agitation | 25.0 | 43.0 | 28.3 | 4.8 |
| None | Neuro | Depakote | ER 250mg | 43.1 | 62.0 | 50.4 | 2.7 |
| None | Neuro | Depakote | Poly Cystic Ovary | 36.1 | 46.0 | 30.4 | 0.4 |
| None | Uro/Cardio | Fenofibrate | Feno Base Program | -9.4 | 0.0 | -6.0 | 1.6 |
| None | Uro/Cardio | Fenofibrate | Feno Post MI | -52.7 | 4.7 | -49.2 | 1.0 |
| None | Onc | FTI | Solid Tumor Cancer | 1.7 | 0.0 | 338.2 | 4.1 |
| None | HIV/Trans | Gengraf | Liquid Bio Study | 8.1 | 20.0 | 0.4 | 0.3 |
| None | HIV/Trans | Gengraf | Pediatric PK | 4.5 | 9.9 | 0.0 | 0.5 |
| None | HIV/Trans | Gengraf | PREFER | 4.0 | 7.1 | 0.0 | 1.1 |
| None | Neuro | Hydrocodone | Controlled Release | 12.9 | 19.3 | 155.1 | 2.2 |
| None | HIV/Trans | Kaletra | IBHSC | 27.5 | 41.0 | 10.6 | 2.2 |
| None | HIV/Trans | Kaletra | Metabolic | 57.4 | 67.0 | 42.8 | 1.0 |
| None | HIV/Trans | Kaletra | Phase IV Sustiva Add on | 62.2 | 45.5 | 34.6 | 0.6 |
| None | HIV/Trans | Kaletra | QD Program | 41.9 | 62.0 | 25.1 | 3.7 |
| None | HIV/Trans | Kaletra | RTV Enhanced PI | 70.1 | 59.5 | 80.9 | 8.3 |
| None | HIV/Trans | Kaletra | Salvage AV | 8.8 | 41.0 | 15.7 | 2.8 |
| None | HIV/Trans | Kaletra | SEC Reformulation | 25.8 | 0.0 | 36.0 | 1.0 |
| None | HIV/Trans | Kaletra | Special Patient Populations | 30.9 | 27.6 | 27.3 | 1.5 |
| None | Anti-Infect | Omnicef | AECB | -0.9 | 26.0 | 16.2 | 4.4 |

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All Proj Portfolio **Portfolio Summary Including Expected Value, ST Revenue, LT Profit Listing (IV)**

| Region T: Top L: Left R: Right | Franchise | Program | Project | Expected Value (\$ millions) | Short Term Revenue (\$ millions) | Long Term Division Margin (\$ millions) | Next Year Cost (\$ millions) |
|---|-------------|-----------|--------------------------------|------------------------------------|---|--|---------------------------------------|
| None | Anti-Infect | Omnicef | Otitis Media | 6.0 | 63.0 | 39.2 | 5.0 |
| None | Anti-Infect | Omnicef | Pharyngitis | -4.4 | 17.0 | 10.8 | 5.8 |
| None | HIV/Trans | Ritonovir | ERICA | 4.1 | 12.7 | 5.6 | 1.2 |
| None | HIV/Trans | Ritonovir | M96-462 | 13.9 | 17.3 | 3.9 | 0.9 |
| None | HIV/Trans | Ritonovir | New Improved Formulation | 13.4 | 24.8 | 19.1 | 2.6 |
| None | HIV/Trans | Ritonovir | NICE | 3.3 | 4.0 | 0.0 | 1.0 |
| None | HIV/Trans | Ritonovir | Ritonovir Phase IV Commitments | -6.9 | 0.0 | 0.0 | 2.0 |

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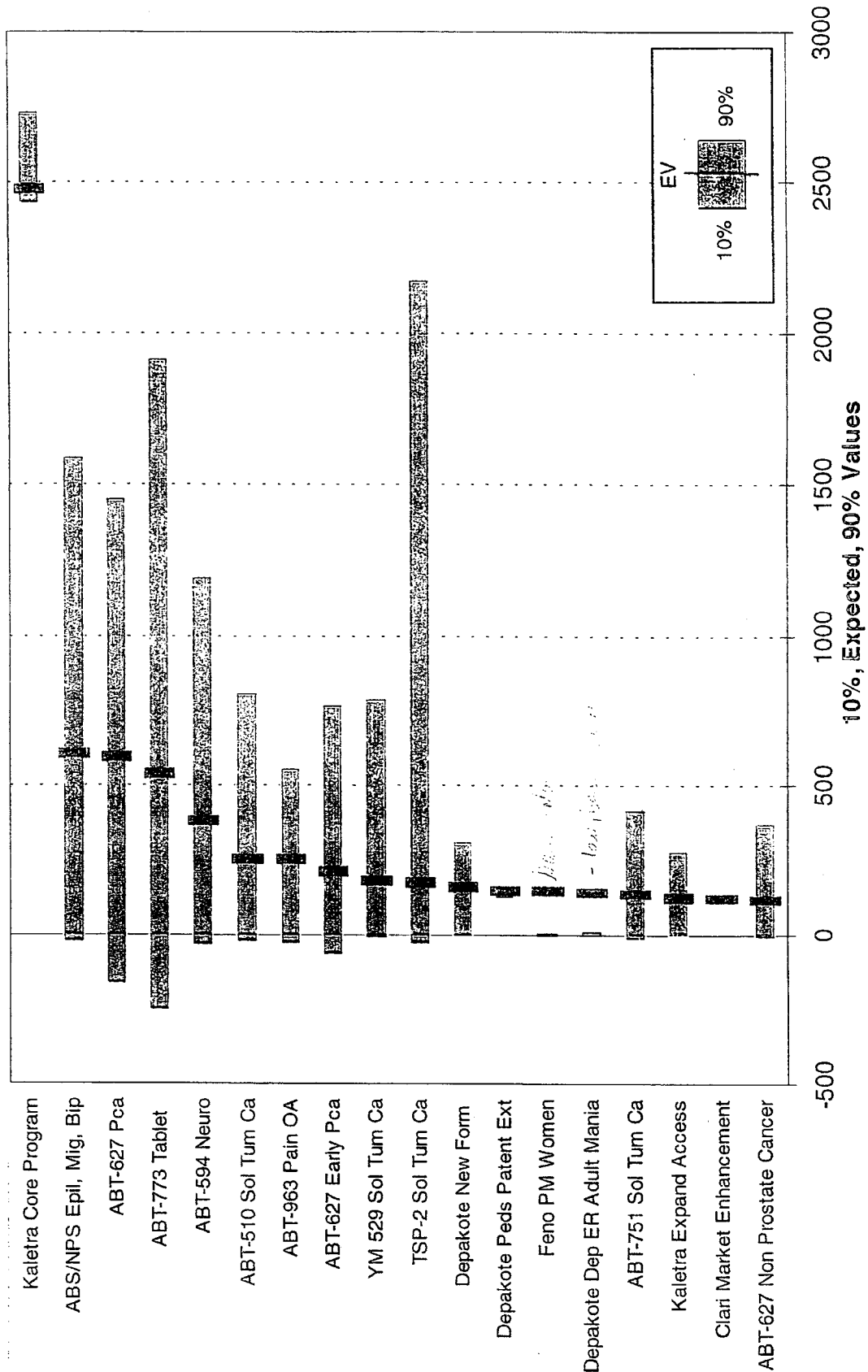
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All Proj Portfolio

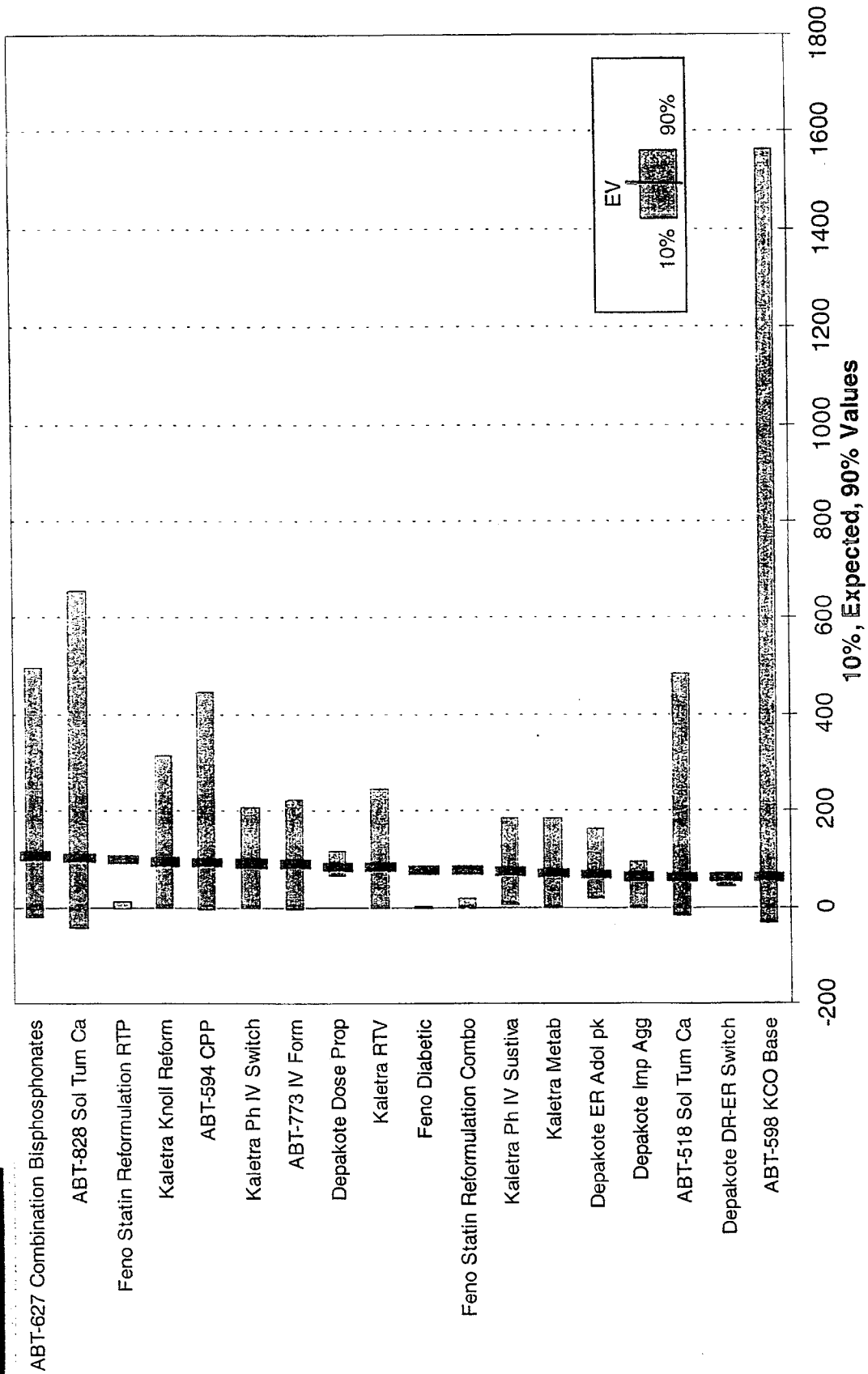
Project EV (80% Confidence Interval) (1)



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Project EV (80% Confidence Interval) (II)



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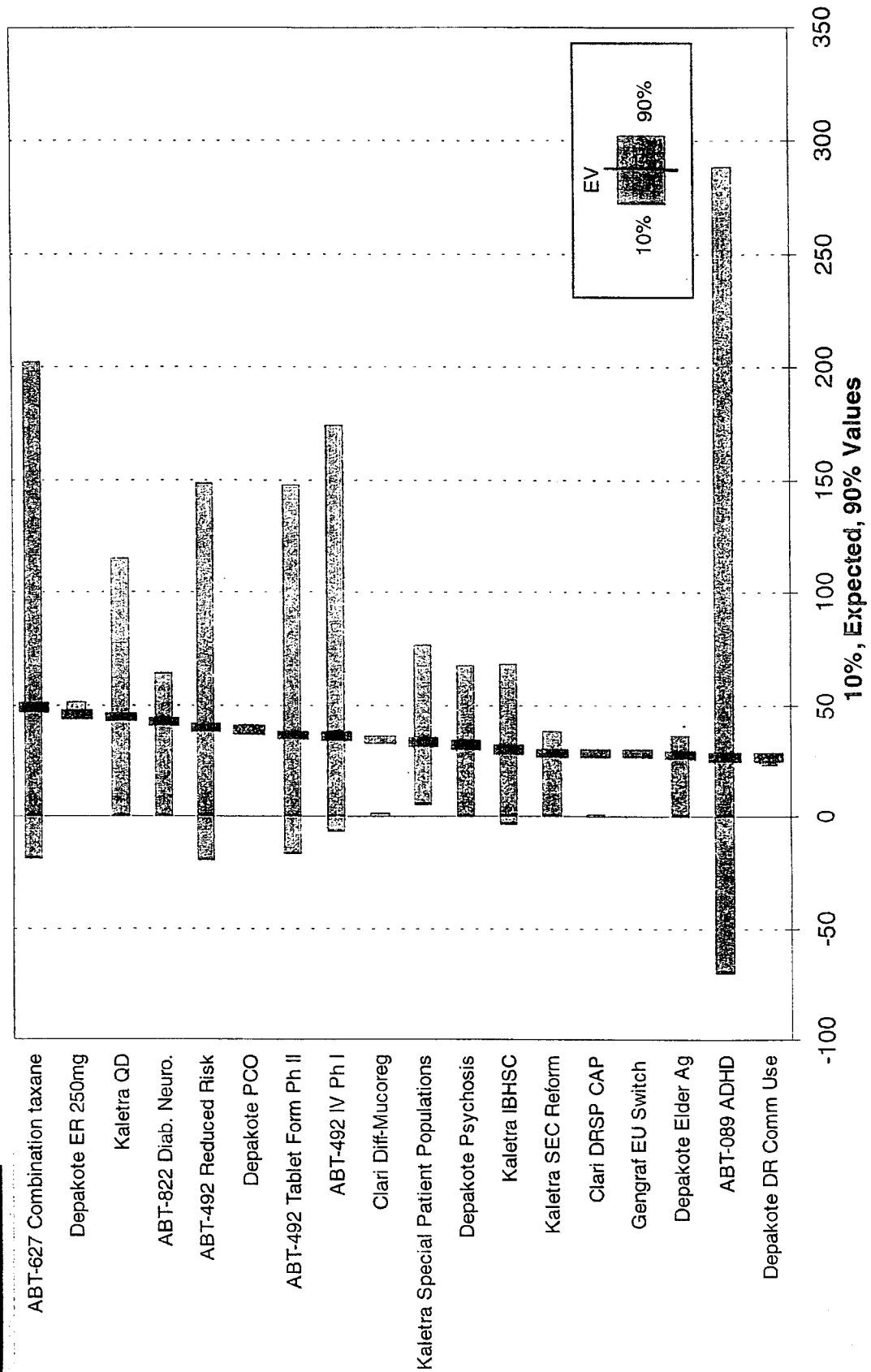
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**All Proj
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Project EV (80% Confidence Interval) (III)



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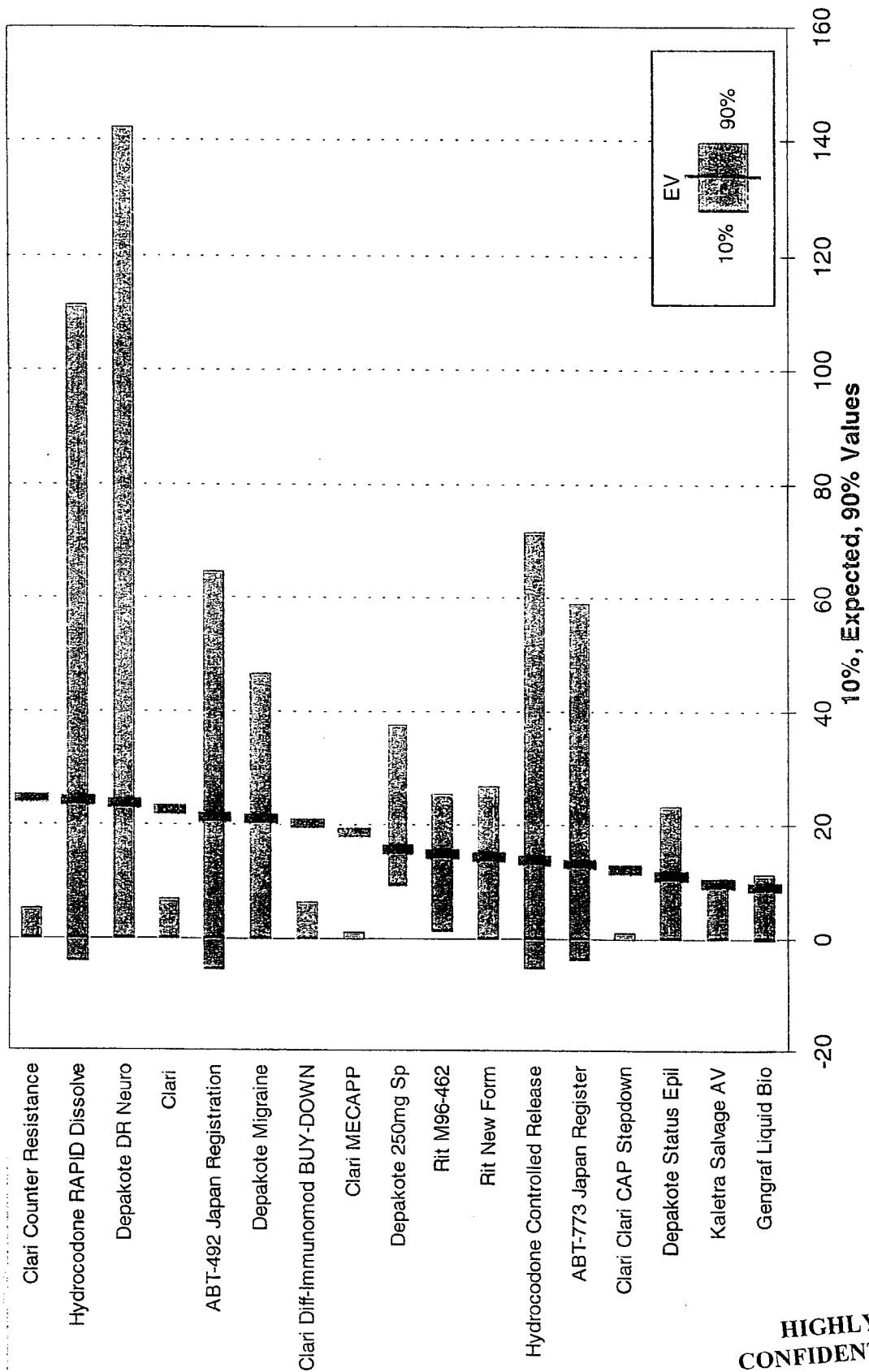
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All Proj Portfolio **Project EV (80% Confidence Interval) (IV)**



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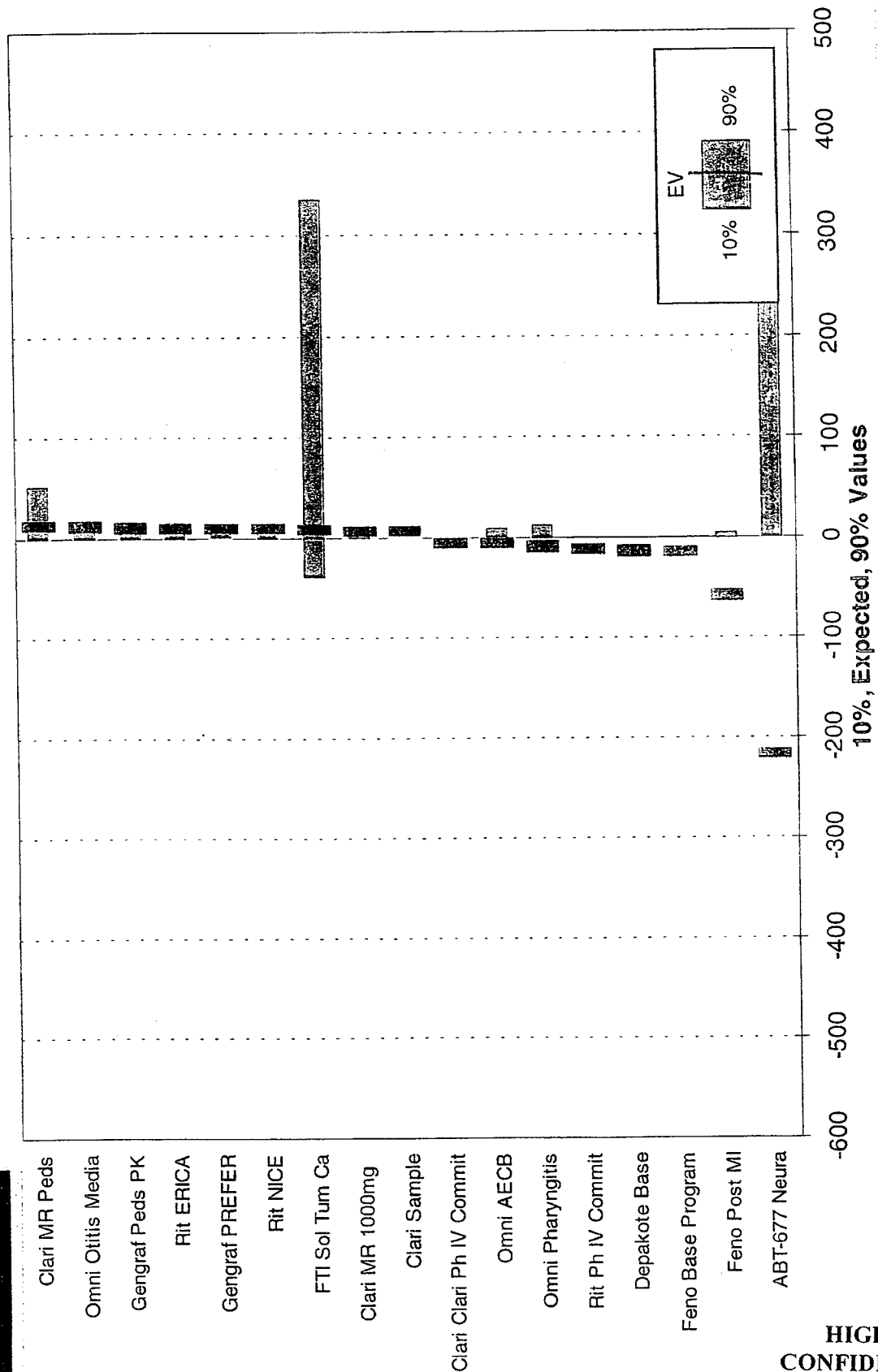
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Project EV (80% Confidence Interval) (V)

All Proj Portfolio



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Top 10 Projects for Each Value Measure

| Rank | Expected Value | | Short Term Revenue | | Long Term Profit | | Productivity Index | |
|------|----------------|-----------------------------|--------------------|----------|-----------------------------|---------------|--------------------|----------------------|
| | Program | Project | 2001 R&D Cost | Program | Project | 2001 R&D Cost | Program | Project |
| 1 | Kaletra | Core Program | 32.8 | Kaletra | Core Program | 32.8 | Clari | Market Enhancements |
| 2 | Depakote | Core Program | 32.8 | Depakote | Core Program | 32.8 | Depakote | Polycystic Ovary |
| 3 | Tricor | Statin Reformulation RTP | 4.5 | Tricor | Statin Reformulation RTP | 4.5 | Depakote | Polycystic Ovary |
| 4 | Kaletra | Core Program | 32.8 | Kaletra | Core Program | 32.8 | Kaletra | Core Program |
| 5 | Clari | Core Program | 1.0 | Clari | Core Program | 1.0 | Clari | Clari vs Augmentin |
| 6 | Kaletra | Core Program | 0.6 | Kaletra | Core Program | 0.6 | Kaletra | Sustive Add On |
| 7 | Depakote | ER Adult Mania | 1.3 | Depakote | ER Adult Mania | 1.3 | Depakote | Dose Proportionality |
| 8 | ABT-627 | Early Stage Prostate Cancer | 11.0 | ABT-627 | Early Stage Prostate Cancer | 11.0 | Clari | Diff: Mucoregulatory |
| 9 | Tricor | Diabetic | 1.1 | Tricor | Diabetic | 1.1 | Depakote | ER Adolescent pK |
| | Depakote | New Formulations | 2.2 | Tricor | Statin Reformulation Combo | 2.1 | Depakote | Impulsive Aggression |
| # | | | 234.3 | | | 204.5 | | |
| | | | | | | 243.3 | | 43.2 |

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Color Key:

| | |
|--|---|
| | Project Included in All 4 Value Measures |
| | Project Included in 3 of 4 Value Measures |
| | Project Included in 2 of 4 Value Measures |
| | Project Included in 1 Value Measure |

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All Proj Portfolio **Top 10 Value Measure Summary - Sorted by Expected Value (I)**

| Franchise | Program | Project | Probability of Success | Expected Value Rank | Short Term Revenue Rank | Long Term Division Margin Rank | Productivity Index Rank | Next Year Cost (\$ millions) | Cum. Next Year Cost (\$ millions) |
|-------------|----------------------|-----------------------------------|------------------------|---------------------|-------------------------|--------------------------------|-------------------------|------------------------------|-----------------------------------|
| HIV/Trans | Kaletra | Core Program: HIV-BID;ORAL | 95% | 1 | 1 | 2 | 4 | 32.8 | 32.8 |
| Neuro | ABS-103/NPS-1776 | Epilepsy, Migraine, Bipolar | 36% | 2 | 75 | 3 | 53 | 12.1 | 44.9 |
| Onc | ABT-627 (Endothelin) | Prostate Cancer 2 Clinical Trials | 75% | 3 | 8 | 7 | 47 | 42.0 | 86.9 |
| Anti-Infect | ABT-773 (Ketolide) | Tablet | 72% | 4 | 2 | 5 | 64 | 87.0 | 173.9 |
| Neuro | ABT-594 | Neuro Pain | 32% | 5 | 6 | 1 | 44 | 17.2 | 191.1 |
| Onc | ABT-510 (TSP-1) | Solid Tumor Cancer | 29% | 6 | 26 | 6 | 54 | 12.0 | 203.1 |
| Neuro | ABT-963 (COX-II) | Pain and Osteo | 39% | 7 | 33 | 8 | 55 | 3.0 | 206.1 |
| Onc | ABT-627 (Endothelin) | Early Stage Pca Patients | 55% | 8 | 68 | 17 | 50 | 11.0 | 217.1 |
| Onc | YM 529 | Bisphosphonate Analog | 22% | 9 | 4 | 4 | 56 | 15.0 | 232.1 |
| Onc | TSP-2 | Solid Tumor Cancer | 22% | 10 | 75 | 16 | 59 | 0.0 | 232.1 |
| Uro/Cardio | Fenofibrate | PM Women | 60% | 13 | 5 | 24 | 3 | 1.5 | 233.6 |
| Neuro | Depakote | Depakote ER Adult Mania | 75% | 14 | 7 | 26 | 25 | 1.3 | 234.9 |
| Anti-Infect | Clarithromycin | Clari Market Enhancement | 50% | 17 | 11 | 27 | 1 | 0.4 | 235.3 |
| Onc | ABT-828 (K5) | Solid Tumor Cancer | 21% | 20 | 75 | 10 | 70 | 8.8 | 244.1 |
| Uro/Cardio | Fenofibrate | Feno Statin Reformulation RTP | 75% | 21 | 3 | 34 | 32 | 4.5 | 248.6 |
| Neuro | Depakote | Dose Proportionality | 90% | 26 | 19 | 49 | 7 | 2.0 | 250.6 |
| Uro/Cardio | Fenofibrate | Diabetic | 80% | 28 | 9 | 32 | 12 | 1.1 | 251.7 |
| Uro/Cardio | Fenofibrate | Feno Statin Reformulation Combo | 75% | 29 | 10 | 20 | 45 | 2.1 | 253.8 |

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All Proj Portfolio **Top 10 Value Measure Summary - Sorted by Expected Value (II)**

| Franchise | Program | Project | Probability of Success | Expected Value Rank | Short Term Revenue Rank | Long Term Division Margin Rank | Productivity Index Rank | Next Year Cost (\$ millions) | Cum. Next Year Cost (\$ millions) |
|-------------|----------------------|---------------------------------|------------------------|---------------------|-------------------------|--------------------------------|-------------------------|------------------------------|-----------------------------------|
| HIV/Trans | Kaletra | Phase IV Sustiva Add on | 90% | 30 | 44 | 51 | 6 | 0.6 | 254.4 |
| Neuro | Depakote | Depakote ER Adolescent pK Study | 99% | 32 | 55 | 64 | 9 | 1.6 | 256.0 |
| Neuro | Depakote | Impulsive Aggression | 65% | 33 | 16 | 47 | 10 | 2.3 | 258.3 |
| Uro/Cardio | ABT-822 (Bimoclomol) | Diabetic Neuropathy | 6% | 40 | 28 | 9 | 57 | 13.4 | 271.7 |
| Neuro | Depakote | Poly Cystic Ovary | 95% | 42 | 42 | 56 | 2 | 0.4 | 272.1 |
| Anti-Infect | Clarithromycin | Differentiation-Mucoregulatory | 80% | 45 | 22 | 44 | 8 | 0.6 | 272.7 |
| Anti-Infect | Clarithromycin | Clari vs. Augmentin DRSP CAP | 50% | 50 | 17 | 41 | 5 | 1.0 | 273.7 |

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Value Measure Summary - Sorted by Expected Value (I)

All Proj
Portfolio

| Franchise | Program | Project | Probability of Success | Expected Value (\$ millions) | Short Term Revenue (\$ millions) | Long Term Division Margin (\$ millions) | Productivity Index (\$ millions) | Next Year Cost (\$ millions) | Cum. Next Year Cost (\$ millions) | Budget Thresholds |
|-------------|------------------------|-----------------------------------|------------------------|------------------------------|----------------------------------|---|----------------------------------|------------------------------|-----------------------------------|-------------------|
| HIV/Trans | Kaletra | Core Program: HIV: BID: ORAL | 95% | 2461.0 | 2302.7 | 2104.3 | 51.9 | 32.8 | 32.8 | |
| Neuro | ABS-103/NPS-1776 | Epilepsy, Migraine, Bipolar | 36% | 586.2 | 0.0 | 2084.8 | 3.8 | 12.1 | 44.9 | |
| Onc | ABT-627 (Endothelin) | Prostate Cancer 2 Clinical Trials | 75% | 576.6 | 274.5 | 1294.6 | 4.3 | 42.0 | 86.9 | |
| Anti-Infect | ABT-773 (Ketolide) | Tablet | 72% | 521.5 | 900.9 | 1471.2 | 2.5 | 87.0 | 173.9 | |
| Neuro | ABT-594 | Neuro Pain | 32% | 360.7 | 433.9 | 2127.1 | 5.5 | 17.2 | 191.1 | |
| Onc | ABT-510 (TSP-1) | Solid Tumor Cancer | 29% | 234.9 | 72.0 | 1300.9 | 3.8 | 12.0 | 203.1 | |
| Neuro | ABT-963 (COX-II) | Pain and Osteo | 39% | 233.9 | 63.5 | 1086.8 | 3.7 | 3.0 | 206.1 | |
| Onc | ABT-627 (Endothelin) | Early Stage Pca Patients | 55% | 193.5 | 12.3 | 531.2 | 4.0 | 11.0 | 217.1 | |
| Onc | YM 529 | Bisphosphonate Analog | 22% | 161.5 | 468.2 | 1628.8 | 3.7 | 15.0 | 232.1 | |
| Onc | TSP-2 | Solid Tumor Cancer | 22% | 158.9 | 0.0 | 563.5 | 3.3 | 0.0 | 232.1 | |
| Neuro | Depakote | New Formulations | 80% | 142.1 | 130.0 | 200.1 | 24.1 | 2.2 | 234.3 | |
| Neuro | Depakote | Peds ER Patent Extn - Psychiatry | 95% | 129.8 | 0.0 | 345.0 | 24.0 | 0.8 | 235.0 | |
| Uro/Cardio | Fenofibrate | PM Women | 80% | 129.5 | 460.0 | 328.0 | 57.8 | 1.5 | 236.5 | |
| Neuro | Depakote | Depakote ER Adult Mania | 75% | 124.4 | 288.0 | 253.9 | 14.9 | 1.3 | 237.8 | |
| Onc | ABT-751 (Anti-Mitotic) | Solid Tumor Cancer | 31% | 119.4 | 46.6 | 771.6 | 2.1 | 10.0 | 247.8 | |
| HIV/Trans | Kaletra | Expanded Access | 95% | 107.9 | 88.4 | 34.0 | 15.0 | 6.9 | 254.7 | |
| Anti-Infect | Clarithromycin | Clari Market Enhancement | 90% | 104.2 | 171.5 | 250.6 | 97.6 | 0.4 | 255.1 | |
| Onc | ABT-627 (Endothelin) | Non Prostate Cancer | 48% | 98.7 | 24.7 | 342.2 | 5.9 | 3.0 | 258.1 | |

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Value Measure Summary - Sorted by Expected Value (II)

All Proj
Portfolio

| Franchise | Program | Project | Probability of Success | Expected Value (\$ millions) | Short Term Revenue (\$ millions) | Long Term Division Margin (\$ millions) | Productivity Index (\$ millions) | Next Year Cost (\$ millions) | Cum. Next Year Cost (\$ millions) | Budget Thresholds |
|-------------|----------------------|---------------------------------|------------------------|------------------------------|----------------------------------|---|----------------------------------|------------------------------|-----------------------------------|-------------------|
| Onc | ABT-627 (Endothelin) | Combination Bisphosphonates | 50% | 93.9 | 27.2 | 234.6 | 6.1 | 1.0 | 259.1 | |
| Onc | ABT-828 (K5) | Solid Tumor Cancer | 21% | 90.5 | 0.0 | 806.9 | 1.2 | 8.8 | 267.9 | |
| Uro/Cardio | Fenofibrate | Feno Statin Reformulation RTP | 75% | 85.8 | 718.0 | 148.8 | 10.3 | 4.5 | 272.4 | \$275 M 2001 Cost |
| HIV/Trans | Kaletra | Knoll Reformulation | 50% | 81.7 | 85.0 | 224.8 | 26.5 | 2.8 | 275.2 | |
| Neuro | ABT-594 | Chronic Persistent Pain | 16% | 80.1 | 119.6 | 713.8 | 21.5 | 3.2 | 278.4 | |
| HIV/Trans | Kaletra | Phase IV Switch | 90% | 78.4 | 72.0 | 21.7 | 13.0 | 6.0 | 284.4 | \$285 M 2001 Cost |
| Anti-Infect | ABT-773 (Ketolide) | I.V. Formulation | 38% | 77.2 | 78.5 | 393.5 | 5.7 | 7.5 | 291.9 | |
| Neuro | Depakote | Dose Proportionality | 90% | 70.2 | 85.0 | 38.6 | 38.2 | 2.0 | 293.9 | |
| HIV/Trans | Kaletra | RTV Enhanced PI | 78% | 70.1 | 59.5 | 80.9 | 6.6 | 8.3 | 302.2 | |
| Uro/Cardio | Fenofibrate | Diabetic | 80% | 63.7 | 230.0 | 164.0 | 29.4 | 1.1 | 303.3 | |
| Uro/Cardio | Fenofibrate | Feno Statin Reformulation Combo | 75% | 65.4 | 186.0 | 374.8 | 5.1 | 2.1 | 305.4 | |
| HIV/Trans | Kaletra | Phase IV Sustiva Add on | 90% | 62.2 | 45.5 | 34.6 | 50.8 | 0.6 | 306.0 | |
| HIV/Trans | Kaletra | Metabolic | 80% | 57.4 | 67.0 | 42.8 | 26.8 | 1.0 | 307.0 | |
| Neuro | Depakote | Depakote ER Adolescent pK Study | 99% | 54.3 | 24.0 | 21.4 | 33.9 | 1.6 | 308.6 | |
| Neuro | Depakote | Impulsive Aggression | 65% | 50.2 | 103.0 | 40.7 | 35.0 | 2.3 | 310.9 | |
| Onc | ABT-518 (MMPi) | Solid Tumor Cancer | 14% | 48.3 | 21.6 | 707.6 | 1.0 | 9.0 | 319.9 | |
| Neuro | Depakote | DR-ER Switch - Bipolar | 95% | 46.0 | 64.0 | 42.1 | 14.0 | 1.1 | 321.0 | |
| Uro/Cardio | ABT-598 (KCO) | KCO Base Program | 15% | 47.7 | 0.0 | 83.4 | 1.1 | 4.5 | 325.5 | |

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Value Measure Summary - Sorted by Expected Value (III)

**All Proj
Portfolio**

| Franchise | Program | Project | Probability of Success | Expected Value (\$ millions) | Short Term Revenue (\$ millions) | Long Term Division Margin (\$ millions) | Productivity Index (\$ millions) | Next Year Cost (\$ millions) | Cum. Next Year Cost (\$ millions) | Budget Thresholds |
|-------------|----------------------|--|------------------------|------------------------------|----------------------------------|---|----------------------------------|------------------------------|-----------------------------------|-------------------|
| Onco | ABT-627 (Endothelin) | Combination taxane | 70% | 46.3 | 7.7 | 95.9 | 3.0 | 1.0 | 326.5 | |
| Neuro | Depakote | ER 250mg | 90% | 43.1 | 62.0 | 50.4 | 15.4 | 2.7 | 329.2 | |
| HIV/Trans | Kaletra | QD Program | 77% | 41.9 | 62.0 | 25.1 | 8.0 | 3.7 | 332.9 | |
| Uro/Cardio | ABT-822 (Bimoclomol) | Diabetic Neuropathy | 6% | 40.0 | 68.0 | 988.5 | 3.4 | 13.4 | 346.3 | |
| Anti-Infect | ABT-492 (Quinolone) | Reduced Ph III Risk | 34% | 37.4 | 70.4 | 581.1 | 0.4 | 32.4 | 378.7 | |
| Neuro | Depakote | Poly Cystic Ovary | 95% | 36.1 | 46.0 | 30.4 | 59.5 | 0.4 | 379.1 | \$385 M 2001 Cost |
| Anti-Infect | ABT-492 (Quinolone) | Tablet | 30% | 33.9 | 83.9 | 648.3 | 0.4 | 23.5 | 402.6 | |
| Anti-Infect | ABT-492 (Quinolone) | IV Formulation | 20% | 33.5 | 19.3 | 308.7 | 3.3 | 2.4 | 404.9 | |
| Anti-Infect | Clarithromycin | Differentiation-Mucoregulatory | 60% | 31.9 | 83.2 | 47.5 | 34.9 | 0.6 | 405.6 | |
| HIV/Trans | Kaletra | Special Patient Populations | 90% | 30.9 | 27.6 | 27.3 | 15.5 | 1.5 | 407.1 | |
| Neuro | Depakote | Psychosis | 50% | 29.4 | 81.0 | 33.8 | 17.2 | 3.4 | 410.5 | |
| HIV/Trans | Kaletra | IBHSC | 95% | 27.5 | 41.0 | 10.6 | 9.6 | 2.2 | 412.7 | |
| HIV/Trans | Kaletra | SEC Reformulation | 85% | 25.8 | 0.0 | 36.0 | 6.9 | 1.0 | 413.7 | |
| Anti-Infect | Clarithromycin | Clari vs. Augmentin DRSP CAP | 50% | 25.8 | 96.7 | 71.2 | 51.6 | 1.0 | 414.7 | |
| HIV/Trans | Gergraf | EU Switch Study | 98% | 25.6 | 136.5 | 0.0 | 29.3 | 0.9 | 415.6 | |
| Neuro | Depakote | Elderly Agitation | 75% | 25.0 | 43.0 | 28.3 | 4.5 | 4.8 | 420.4 | |
| Neuro | ABT-089 (ADHD) | Attention Deficit Hyperactivity Disorder | 18% | 24.1 | 0.0 | 385.8 | 0.3 | 7.0 | 427.4 | |
| Neuro | Depakote | Depakote DR Community Use Study in | 100% | 23.9 | 39.0 | 19.3 | 6.0 | 1.0 | 428.4 | |

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Value Measure Summary - Sorted by Expected Value (IV)

**All Proj
Portfolio**

| Franchise | Program | Project | Probability of Success | Expected Value (\$ millions) | Short Term Revenue (\$ millions) | Long Term Division Margin (\$ millions) | Productivity Index (\$ millions) | Next Year Cost (\$ millions) | Cum. Next Year Cost (\$ millions) | Budget Thresholds |
|-------------|---------------------|---|------------------------|------------------------------|----------------------------------|---|----------------------------------|------------------------------|-----------------------------------|-------------------|
| Anti-Infect | Clarithromycin | CAP Registry Counter Resistance Threa | 80% | 23.7 | 65.0 | 32.2 | 5.7 | 2.0 | 430.4 | |
| Neuro | Hydrocodone | RAPID Dissolve | 67% | 23.2 | 121.0 | 87.0 | 4.2 | 1.8 | 432.2 | |
| Neuro | Depakote | Depakote DR Neuroprotective Study | 50% | 22.7 | 23.0 | 16.6 | 10.4 | 0.6 | 432.9 | |
| Anti-Infect | Clarithromycin | XL-FR/GER/SWITZ | 80% | 21.7 | 57.3 | 70.8 | 4.0 | 6.8 | 439.7 | |
| Anti-Infect | ABT-492 (Quinolone) | Japan Registration | 34% | 20.4 | 0.0 | 137.4 | 1.4 | 0.5 | 440.2 | |
| Neuro | Depakote | Depacon IV Acute Migraine | 75% | 20.2 | 24.0 | 28.3 | 11.4 | 0.8 | 441.0 | |
| Anti-Infect | Clarithromycin | Differentiation-Immunomodulatory Studie | 80% | 19.2 | 66.2 | 23.2 | 5.7 | 1.6 | 442.6 | |
| Anti-Infect | Clarithromycin | MECAPP | 80% | 17.6 | 50.6 | 33.1 | 22.0 | 1.0 | 443.6 | |
| Neuro | Depakote | 250mg Sprinkles | 90% | 14.6 | 16.0 | 13.8 | 4.1 | 1.8 | 445.4 | |
| HIV/Trans | Ritonovir | M96-462 | 90% | 13.9 | 17.3 | 3.9 | 12.4 | 0.9 | 446.3 | |
| HIV/Trans | Ritonovir | New Improved Formulation | 77% | 13.4 | 24.8 | 19.1 | 3.2 | 2.6 | 448.9 | |
| Neuro | Hydrocodone | Controlled Release | 34% | 12.9 | 19.3 | 155.1 | 0.8 | 2.2 | 451.1 | |
| Anti-Infect | ABT-773 (Ketolide) | Japan Registration | 39% | 12.1 | 46.0 | 206.8 | 0.4 | 4.0 | 455.1 | |
| Anti-Infect | Clarithromycin | Clari CAP Stepdown | 85% | 11.2 | 31.0 | 13.7 | 15.3 | 0.9 | 455.9 | |
| Neuro | Depakote | Depacon Status Epilepticus | 50% | 10.2 | 22.0 | 28.3 | 9.3 | 0.6 | 456.5 | |
| HIV/Trans | Kaletra | Salvage AV | 73% | 8.8 | 41.0 | 15.7 | 2.3 | 2.8 | 459.3 | |
| HIV/Trans | Gengraf | Liquid Bio Study | 91% | 8.1 | 20.0 | 0.4 | 32.1 | 0.3 | 459.6 | |
| Anti-Infect | Clarithromycin | MR Pediatric | 32% | 6.9 | 47.0 | 73.9 | 2.9 | 7.2 | 466.8 | |

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Value Measure Summary - Sorted by Expected Value (V)

All Proj
Portfolio

| Franchise | Program | Project | Probability of Success | Expected Value (\$ millions) | Short Term Revenue (\$ millions) | Long Term Division Margin (\$ millions) | Productivity Index (\$ millions) | Next Year Cost (\$ millions) | Cum. Next Year Cost (\$ millions) | Budget Thresholds |
|-------------|-------------------------|--------------------------------|------------------------|------------------------------|----------------------------------|---|----------------------------------|------------------------------|-----------------------------------|-------------------|
| Anti-Infect | Omnicef | Otitis Media | 72% | 6.6 | 63.0 | 39.2 | 0.8 | 5.0 | 471.8 | |
| HIV/Trans | Gengraf | Pediatric PK | 75% | 4.5 | 9.9 | 0.0 | 12.1 | 0.5 | 472.3 | |
| HIV/Trans | Ritonovir | ERICA | 75% | 4.1 | 12.7 | 5.6 | 1.9 | 1.2 | 473.5 | |
| HIV/Trans | Gengraf | PREFER | 95% | 4.0 | 7.1 | 0.0 | 3.9 | 1.1 | 474.6 | |
| HIV/Trans | Ritonovir | NICE | 100% | 3.3 | 4.0 | 0.0 | 3.1 | 1.0 | 475.6 | |
| Onc | FTI | Solid Tumor Cancer | 7% | 1.7 | 0.0 | 338.2 | 0.1 | 4.1 | 479.7 | |
| Anti-Infect | Clarithromycin | MR 1000mg Formulation | 50% | 1.2 | 18.3 | 14.0 | 0.5 | 3.2 | 482.9 | |
| Anti-Infect | Clarithromycin | Pertussis Prophylaxis | 95% | 0.7 | 3.1 | 1.3 | 1.4 | 0.3 | 483.2 | |
| Anti-Infect | Clarithromycin | Clari Phase IV Commitments | 100% | 0.5 | 0.9 | 0.0 | -1.0 | 0.5 | 483.7 | |
| Anti-Infect | Omnicef | AECB | 80% | -0.9 | 26.0 | 16.2 | -0.1 | 4.4 | 488.0 | |
| Anti-Infect | Omnicef | Pharyngitis | 72% | -4.4 | 17.0 | 10.8 | -0.5 | 5.8 | 493.8 | |
| HIV/Trans | Ritonovir | Ritonovir Phase IV Commitments | 100% | -6.9 | 0.0 | 0.0 | -1.0 | 2.0 | 495.8 | |
| Neuro | Depakote | Base Program | 100% | -5.9 | 0.0 | 0.0 | -1.0 | 8.9 | 504.7 | |
| Uro/Cardio | Fenofibrate | Feno Base Program | 100% | -9.4 | 0.0 | -6.0 | -1.0 | 1.6 | 506.3 | |
| Uro/Cardio | Fenofibrate | Feno Post M/I | 50% | -52.7 | 4.7 | -49.2 | -29.6 | 1.0 | 507.3 | |
| Anti-Infect | ABT-677 (Neuraminidase) | Neuraminidase | 21% | -211.4 | 0.0 | -133.5 | -1.0 | 37.2 | 544.5 | |

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Value Measure Summary - Sorted by Short Term Revenue (1)

**All Proj
Portfolio**

| Franchise | Program | Project | Probability of Success | Short Term Revenue (\$ millions) | Expected Value (\$ millions) | Long Term Division Margin (\$ millions) | Productivity Index (\$ millions) | Next Year Cost (\$ millions) | Cum. Next Year Cost (\$ millions) | Budget Thresholds |
|-------------|----------------------|-----------------------------------|---------------------------|---|------------------------------------|--|--|------------------------------------|---|----------------------|
| HIV/Trans | Kaletra | Core Program: HIV/BID; ORAL | 95% | 2302.7 | 2461.0 | 2104.8 | 51.9 | 32.8 | 32.8 | |
| Anti-Infect | ABT-773 (Ketolide) | Tablet | 72% | 900.9 | 521.5 | 1471.2 | 2.5 | 87.0 | 119.8 | |
| Uro/Cardio | Fenofibrate | Feno Statin Reformulation R1P | 75% | 718.0 | 85.8 | 146.8 | 10.3 | 4.5 | 124.3 | |
| Onc | YM 529 | Bisphosphonate Analog | 22% | 468.2 | 161.5 | 1628.8 | 3.7 | 15.0 | 139.3 | |
| Uro/Cardio | Fenofibrate | P/M Women | 80% | 460.0 | 129.5 | 328.0 | 57.8 | 1.5 | 140.8 | |
| Neuro | ABT-594 | Neuro Pain | 32% | 433.9 | 360.7 | 2127.1 | 5.5 | 17.2 | 158.0 | |
| Neuro | Depakote | Depakote ER Adult Mania | 75% | 288.0 | 124.4 | 253.9 | 14.9 | 1.3 | 159.3 | |
| Onc | ABT-627 (Endothelin) | Prostate Cancer 2 Clinical Trials | 75% | 274.5 | 576.6 | 1294.6 | 4.3 | 42.0 | 201.3 | |
| Uro/Cardio | Fenofibrate | Diabetic | 80% | 230.0 | 63.7 | 164.0 | 29.4 | 1.1 | 202.4 | |
| Uro/Cardio | Fenofibrate | Feno Statin Reformulation Combo | 75% | 186.0 | 63.4 | 374.8 | 5.1 | 2.1 | 204.5 | |
| Anti-Infect | Clarithromycin | Clari Market Enhancement | 90% | 171.5 | 104.2 | 250.6 | 97.8 | 0.4 | 204.6 | |
| HIV/Trans | Gengraf | EU Switch Study | 98% | 136.5 | 25.6 | 0.0 | 29.3 | 0.9 | 205.7 | |
| Neuro | Depakote | New Formulations | 80% | 130.0 | 142.1 | 200.1 | 24.1 | 2.2 | 207.9 | |
| Neuro | Hydrocodone | RAPID Dissolve | 67% | 121.0 | 23.2 | 87.0 | 4.2 | 1.8 | 209.7 | |
| Neuro | ABT-594 | Chronic Persistent Pain | 16% | 119.6 | 80.1 | 713.8 | 21.5 | 3.2 | 212.9 | |
| Neuro | Depakote | Impulsive Aggression | 65% | 103.0 | 50.2 | 40.7 | 33.0 | 2.3 | 215.3 | |
| Anti-Infect | Clarithromycin | Clari vs. Augmentin DRSP CAP | 50% | 96.7 | 25.8 | 71.2 | 51.6 | 1.0 | 216.3 | |
| HIV/Trans | Kaletra | Expanded Access | 95% | 88.4 | 107.9 | 34.0 | 15.0 | 6.9 | 223.2 | |

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Value Measure Summary - Sorted by Short Term Revenue (II)

All Proj
Portfolio

| Franchise | Program | Project | Probability of Success | Short Term Revenue (\$ millions) | Expected Value (\$ millions) | Long Term Division Margin (\$ millions) | Productivity Index (\$ millions) | Next Year Cost (\$ millions) | Cum. Next Year Cost (\$ millions) | Budget Thresholds |
|-------------|----------------------|--|------------------------|----------------------------------|------------------------------|---|----------------------------------|------------------------------|-----------------------------------|-------------------|
| Neuro | Depakote | Dose Proportionality | 90% | 85.0 | 70.2 | 38.6 | 36.2 | 2.0 | 225.2 | |
| HIV/Trans | Kaletra | Knoll Reformulation | 50% | 85.0 | 81.7 | 224.8 | 26.5 | 2.8 | 228.0 | |
| Anti-Infect | ABT-492 (Quinolone) | Tablet | 30% | 83.9 | 33.9 | 648.3 | 6.4 | 23.5 | 251.5 | |
| Anti-Infect | Clarithromycin | Differentiation-Mucoregulatory | 80% | 83.2 | 31.9 | 47.5 | 34.9 | 0.6 | 252.1 | |
| Neuro | Depakote | Psychosis | 50% | 81.0 | 29.4 | 33.8 | 17.2 | 3.4 | 255.6 | |
| Anti-Infect | ABT-773 (Ketolide) | I.V. Formulation | 38% | 78.5 | 77.2 | 393.5 | 5.7 | 7.5 | 263.1 | |
| HIV/Trans | Kaletra | Phase IV Switch | 90% | 72.0 | 78.4 | 21.7 | 13.0 | 6.0 | 269.0 | \$275 M 2001 Cost |
| Onc | ABT-510 (TSP-1) | Solid Tumor Cancer | 29% | 72.0 | 234.9 | 1300.9 | 3.8 | 12.0 | 281.0 | \$285 M 2001 Cost |
| Anti-Infect | ABT-492 (Quinolone) | Reduced Ph III Risk | 34% | 70.1 | 37.4 | 581.1 | 0.4 | 32.4 | 313.5 | |
| Uro/Cardio | ABT-822 (Bimocromol) | Diabetic Neuropathy | 6% | 68.0 | 40.0 | 988.5 | 3.4 | 13.4 | 326.9 | |
| HIV/Trans | Kaletra | Metabolic | 80% | 67.0 | 57.4 | 42.8 | 26.8 | 1.0 | 327.9 | |
| Anti-Infect | Clarithromycin | Differentiation-Immunomodulatory Studies | 80% | 66.2 | 19.2 | 23.2 | 5.7 | 1.6 | 329.4 | |
| Anti-Infect | Clarithromycin | CAP Registry Counter Resistance Trials | 80% | 65.0 | 23.7 | 32.2 | 5.7 | 2.0 | 331.5 | |
| Neuro | Depakote | DR-ER Switch - Bipolar | 95% | 64.0 | 48.0 | 42.1 | 14.0 | 1.1 | 332.6 | |
| Neuro | ABT-963 (COX-II) | Pain and Osteo | 39% | 63.5 | 233.9 | 1086.8 | 3.7 | 3.0 | 335.8 | |
| Anti-Infect | Omnicef | Otitis Media | 72% | 63.0 | 6.0 | 39.2 | 0.8 | 5.0 | 340.6 | |
| HIV/Trans | Kaletra | OD Program | 77% | 62.0 | 41.9 | 25.1 | 8.0 | 3.7 | 344.3 | |
| Neuro | Depakote | ER 250mg | 90% | 62.0 | 43.1 | 50.4 | 15.4 | 2.7 | 346.9 | |

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Value Measure Summary - Sorted by Short Term Revenue (II)

All Proj
Portfolio

| Franchise | Program | Project | Probability of Success | Short Term Revenue (\$ millions) | Expected Value (\$ millions) | Long Term Division Margin (\$ millions) | Productivity Index (\$ millions) | Next Year Cost (\$ millions) | Cum. Next Year Cost (\$ millions) | Budget Thresholds |
|-------------|------------------------|------------------------------------|---------------------------|---|------------------------------------|--|--|------------------------------------|---|----------------------|
| HIV/Trans | Kaletra | RTV Enhanced PI | 78% | 59.5 | 70.1 | 80.9 | 6.6 | 8.3 | 355.2 | |
| Anti-Infect | Clarithromycin | XL-FR/GER/SWITZ | 80% | 57.3 | 21.7 | 70.8 | 4.0 | 6.8 | 362.0 | |
| Anti-Infect | Clarithromycin | MECAP | 80% | 50.6 | 17.6 | 33.1 | 22.0 | 1.0 | 363.0 | |
| Anti-Infect | Clarithromycin | MR Pediatric | 32% | 47.0 | 6.9 | 73.9 | 2.9 | 7.2 | 370.2 | |
| Onc | ABT-751 (Anti-Mitotic) | Solid Tumor Cancer | 31% | 46.6 | 119.4 | 771.6 | 2.1 | 10.0 | 380.2 | |
| Neuro | Depakote | Poly Cystic Ovary | 95% | 46.0 | 36.1 | 30.4 | 59.5 | 0.4 | 380.6 | |
| Anti-Infect | ABT-773 (Ketolide) | Japan Registration | 39% | 46.0 | 12.1 | 206.8 | 0.4 | 4.0 | 384.6 | \$385 M 2001 Cost |
| HIV/Trans | Kaletra | Phase IV Sustiva Add on | 90% | 45.5 | 62.2 | 34.6 | 50.8 | 0.6 | 385.2 | |
| Neuro | Depakote | Elderly Agitation | 75% | 43.0 | 25.0 | 28.3 | 4.5 | 4.8 | 390.0 | |
| HIV/Trans | Kaletra | Salvage AV | 73% | 41.0 | 8.8 | 15.7 | 2.3 | 2.8 | 392.8 | |
| HIV/Trans | Kaletra | IBHSC | 95% | 41.0 | 27.5 | 10.6 | 9.6 | 2.2 | 395.0 | |
| Neuro | Depakote | Depakote DR Community Use Study in | 100% | 39.0 | 23.9 | 19.3 | 6.0 | 1.0 | 396.0 | |
| Anti-Infect | Clarithromycin | Clari CAP Stepdown | 85% | 31.0 | 11.2 | 13.7 | 15.3 | 0.9 | 396.8 | |
| HIV/Trans | Kaletra | Special Patient Populations | 90% | 27.6 | 30.9 | 27.3 | 15.5 | 1.5 | 398.4 | |
| Onc | ABT-627 (Endothelin) | Combination Bisphosphonates | 50% | 27.2 | 93.9 | 234.6 | 6.1 | 1.0 | 399.4 | |
| Anti-Infect | Omnicef | AECB | 80% | 26.0 | -0.9 | 16.2 | -0.1 | 4.4 | 403.7 | |
| HIV/Trans | Flitovir | New Improved Formulation | 77% | 24.8 | 13.4 | 19.1 | 3.2 | 2.6 | 406.3 | |
| Onc | ABT-627 (Endothelin) | Non Prostate Cancer | 48% | 24.7 | 98.7 | 342.2 | 5.9 | 3.0 | 409.3 | |

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All Proj Portfolio

Value Measure Summary - Sorted by Short Term Revenue (IV)

| Franchise | Program | Project | Probability of Success | Short Term Revenue (\$ millions) | Expected Value (\$ millions) | Long Term Division Margin (\$ millions) | Productivity Index (\$ millions) | Next Year Cost (\$ millions) | Cum. Next Year Cost (\$ millions) | Budget Thresholds |
|-------------|----------------------|-----------------------------------|------------------------|----------------------------------|------------------------------|---|----------------------------------|------------------------------|-----------------------------------|-------------------|
| Neuro | Depakote | Depacon IV Acute Migraine | 75% | 24.0 | 20.2 | 28.3 | 11.4 | 0.8 | 410.1 | |
| Neuro | Depakote | Depakote ER Adolescent pK Study | 99% | 24.0 | 54.3 | 21.4 | 33.9 | 1.6 | 411.8 | |
| Neuro | Depakote | Depakote DR Neuroprotective Study | 50% | 23.0 | 22.7 | 16.6 | 10.4 | 0.6 | 412.4 | |
| Neuro | Depakote | Depacon Status Epilepticus | 50% | 22.0 | 10.2 | 28.3 | 9.3 | 0.6 | 413.0 | |
| Onc | ABT-518 (MAPK) | Solid Tumor Cancer | 14% | 21.6 | 48.3 | 707.6 | 1.0 | 9.0 | 422.0 | |
| HIV/Trans | Gengral | Liquid Bio Study | 90% | 20.0 | 8.1 | 0.4 | 32.1 | 0.3 | 422.3 | |
| Anti-Infect | ABT-492 (Quinolone) | IV Formulation | 20% | 15.3 | 33.5 | 308.7 | 3.3 | 2.4 | 424.6 | |
| Neuro | Hydrocodone | Controlled Release | 34% | 19.3 | 12.9 | 155.1 | 0.8 | 2.2 | 426.8 | |
| Anti-Infect | Clarithromycin | 14R 1000mg Formulation | 50% | 15.3 | 1.2 | 14.0 | 0.5 | 3.2 | 430.0 | |
| HIV/Trans | Ritonovir | M96-462 | 90% | 17.3 | 13.9 | 3.9 | 12.4 | 0.9 | 430.9 | |
| Anti-Infect | Omnicef | Pharyngitis | 72% | 17.0 | -4.4 | 10.8 | -0.5 | 5.8 | 436.7 | |
| Neuro | Depakote | 250mg Sprinkles | 90% | 16.0 | 14.6 | 13.8 | 4.1 | 1.8 | 438.5 | |
| HIV/Trans | Ritonovir | ERICA | 75% | 12.7 | 4.1 | 5.6 | 1.9 | 1.2 | 439.7 | |
| Onc | ABT-627 (Endothelin) | Early Stage Pca Patients | 55% | 12.3 | 193.5 | 531.2 | 4.0 | 11.0 | 450.7 | |
| HIV/Trans | Gengral | Pediatric PK | 75% | 9.9 | 4.5 | 6.0 | 12.1 | 0.5 | 451.2 | |
| Onc | ABT-627 (Endothelin) | Combination taxane | 70% | 7.7 | 46.3 | 95.9 | 3.0 | 1.0 | 452.2 | |
| HIV/Trans | Gengral | PREFER | 95% | 7.1 | 4.0 | 0.0 | 3.9 | 1.1 | 453.3 | |
| Uro/Cardio | Fenofibrate | Feno Post MI | 50% | 4.7 | -52.7 | -49.2 | -29.6 | 1.0 | 454.3 | |

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Value Measure Summary - Sorted by Short Term Revenue (V)

All Proj
Portfolio

| Franchise | Program | Project | Probability of Success | Short Term Revenue (\$ millions) | Expected Value (\$ millions) | Long Term Division Margin (\$ millions) | Productivity Index (\$ millions) | Next Year Cost (\$ millions) | Cum. Next Year Cost (\$ millions) | Budget Thresholds |
|-------------|-------------------------|--|------------------------|----------------------------------|------------------------------|---|----------------------------------|------------------------------|-----------------------------------|-------------------|
| HIV/Trans | Ritonovir | NICE | 100% | 4.0 | 3.3 | 0.0 | 3.1 | 1.0 | 455.3 | |
| Anti-Infect | Clarithromycin | Pertussis Prophylaxis | 95% | 3.1 | 0.7 | 1.3 | 1.4 | 0.3 | 455.5 | |
| Neuro | ABT-103/NPS-1776 | Epilepsy, Migraine, Bipolar | 35% | 0.0 | 586.2 | 2084.5 | 3.6 | 12.1 | 467.6 | |
| Neuro | ABT-089 (ADHD) | Attention Deficit Hyperactivity Disorder | 18% | 0.0 | 24.1 | 385.8 | 0.3 | 7.0 | 474.6 | |
| Anti-Infect | ABT-492 (Quinolone) | Japan Registration | 24% | 0.0 | 20.4 | 137.4 | 1.4 | 0.3 | 475.1 | |
| Uro/Cardio | ABT-598 (KCO) | KCO Base Program | 15% | 0.0 | 47.7 | 83.4 | 1.1 | 4.5 | 479.6 | |
| Anti-Infect | ABT-677 (Neuraminidase) | Neuraminidase | 21% | 0.0 | -211.4 | -133.5 | -1.0 | 37.2 | 516.8 | |
| Onc | ABT-828 (K5) | Solid Tumor Cancer | 21% | 0.0 | 90.5 | 806.9 | 1.2 | 8.8 | 525.6 | |
| Anti-Infect | Clarithromycin | Oral Phase IV Commitments | 100% | 0.0 | -0.5 | 0.0 | -1.0 | 0.5 | 526.1 | |
| Neuro | Depakote | Base Program | 100% | 0.0 | -8.9 | 0.0 | -1.0 | 8.9 | 535.1 | |
| Neuro | Depakote | Phase IV Patent Expiry - Psychiatric | 95% | 0.0 | 129.8 | 345.0 | 24.0 | 0.8 | 535.8 | |
| Onc | FTI | Solid Tumor Cancer | 7% | 0.0 | 1.7 | 338.2 | 0.1 | 4.1 | 539.9 | |
| Uro/Cardio | Fenofibrate | Phase IV Commitments | 100% | 0.0 | -9.4 | -6.0 | -1.0 | 1.6 | 541.5 | |
| HIV/Trans | Kaletra | SEC Reformulation | 85% | 0.0 | 25.8 | 36.0 | 6.9 | 1.0 | 542.5 | |
| HIV/Trans | Ritonovir | Phase IV Commitments | 100% | 0.0 | -6.9 | 0.0 | -1.0 | 2.0 | 544.5 | |
| Onc | TSP-2 | Solid Tumor Cancer | 22% | 0.0 | 158.9 | 563.5 | 3.3 | 0.0 | 544.5 | |

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Value Measure Summary - Sorted by Long Term Profit (I)

All Proj
Portfolio

| Franchise | Program | Project | Probability of Success | Long Term Division Margin (\$ millions) | Expected Value (\$ millions) | Short Term Revenue (\$ millions) | Productivity Index (\$ millions) | Next Year Cost (\$ millions) | Cum. Next Year Cost (\$ millions) | Budget Thresholds |
|-------------|------------------------|-----------------------------------|------------------------|---|------------------------------|----------------------------------|----------------------------------|------------------------------|-----------------------------------|-----------------------|
| Neuro | ABT-594 | Neuro Pain | 32% | 2127.1 | 360.7 | 433.9 | 5.5 | 17.2 | 17.2 | |
| HIV/Trans | Kaletra | Core Program: HIV; BID; ORAL | 95% | 2104.8 | 2461.0 | 2302.7 | 51.9 | 32.8 | 50.0 | |
| Neuro | ABT-103/APS-1776 | Epilepsy, Migraine, Bipolar | 36% | 2084.8 | 556.2 | 0.0 | 3.8 | 12.1 | 62.1 | |
| Onc | YM 529 | Bisphosphonate Analog | 22% | 1628.8 | 161.5 | 468.2 | 3.7 | 15.0 | 77.1 | |
| Anti-Infect | ABT-773 (Ketolide) | Tablet | 72% | 1471.2 | 521.5 | 300.9 | 2.5 | 87.0 | 164.1 | |
| Onc | ABT-510 (TSP-1) | Solid Tumor Cancer | 29% | 1300.9 | 234.9 | 72.0 | 3.8 | 12.0 | 176.1 | |
| Onc | ABT-627 (Endothelin) | Prostate Cancer & Clinical Trials | 15% | 1294.6 | 576.6 | 274.5 | 4.2 | 42.0 | 218.1 | |
| Neuro | ABT-963 (COX-II) | Pain and Osteo | 39% | 1086.8 | 233.9 | 63.5 | 3.7 | 3.0 | 221.1 | |
| Uro/Cardio | ABT-822 (Rimodulin) | Diabetic Neuropathy | 6% | 985.5 | 40.0 | 68.0 | 3.4 | 13.4 | 234.5 | |
| Onc | ABT-828 (K5) | Solid Tumor Cancer | 21% | 806.9 | 90.5 | 0.0 | 1.2 | 8.8 | 243.9 | |
| Onc | ABT-751 (Anti-Mitotic) | Solid Tumor Cancer | 31% | 771.0 | 119.4 | 46.6 | 2.1 | 19.0 | 253.3 | |
| Neuro | ABT-594 | Chronic Persistent Pain | 16% | 713.8 | 80.1 | 119.6 | 21.5 | 3.2 | 256.5 | |
| Onc | ABT-518 (MMP-13) | Solid Tumor Cancer | 13% | 707.6 | 48.3 | 21.6 | 1.0 | 9.0 | 265.5 | \$283.4, \$300.1 Cost |
| Anti-Infect | ABT-492 (Quinolone) | Tablet | 30% | 648.3 | 33.9 | 83.9 | 0.4 | 23.5 | 289.0 | |
| Anti-Infect | ABT-492 (Quinolone) | Reduced PI, in Risk | 34% | 561.1 | 37.4 | 76.4 | 0.4 | 32.4 | 321.1 | |
| Onc | TSP-2 | Solid Tumor Cancer | 22% | 563.5 | 158.9 | 0.0 | 3.3 | 0.0 | 321.5 | |
| Onc | ABT-627 (Endothelin) | Early Stage Prostate Patients | 55% | 531.2 | 183.5 | 12.3 | 4.0 | 11.0 | 332.5 | |
| Anti-Infect | ABT-773 (Ketolide) | I.V. Formulation | 38% | 393.5 | 77.2 | 78.5 | 5.7 | 7.5 | 340.0 | |

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Value Measure Summary - Sorted by Long Term Profit (II)

**All Proj
Portfolio**

| Franchise | Program | Project | Probability of Success | Long Term Division Margin (\$ millions) | Expected Value (\$ millions) | Short Term Revenue (\$ millions) | Productivity Index (\$ millions) | Next Year Cost (\$ millions) | Cum. Next Year Cost (\$ millions) | Budget Thresholds |
|-------------|----------------------|--|------------------------|---|------------------------------|----------------------------------|----------------------------------|------------------------------|-----------------------------------|-------------------|
| Neuro | ABT-089 (ADHD) | Attention Deficit Hyperactivity Disorder | 13% | 385.8 | 24.1 | 0.0 | 0.3 | 7.0 | 347.0 | |
| Uro/Cardio | Fenofibrate | Feno Statin Reformulation Combo | 75% | 374.8 | 63.4 | 186.0 | 5.1 | 2.1 | 349.1 | |
| Neuro | Depakote | Peds ER Patent Extn - Psychiatry | 95% | 345.0 | 129.8 | 0.0 | 24.0 | 0.8 | 349.8 | |
| Onc | ABT-627 (Endothelin) | Non Prostate Cancer | 48% | 342.2 | 98.7 | 24.7 | 5.9 | 3.0 | 352.8 | |
| Onc | FTI | Solid Tumor Cancer | 7% | 338.2 | 1.7 | 0.0 | 0.1 | 4.1 | 356.9 | |
| Uro/Cardio | Fenofibrate | PM Women | 80% | 328.0 | 129.5 | 460.0 | 57.8 | 1.5 | 358.4 | |
| Anti-Infect | ABT-492 (Quinolone) | IV Formulation | 20% | 306.7 | 33.5 | 19.3 | 3.3 | 2.4 | 360.8 | |
| Neuro | Depakote | Depakote ER Adult Mania | 75% | 253.9 | 124.4 | 288.0 | 14.9 | 1.3 | 362.1 | |
| Anti-Infect | Clarithromycin | Clari Market Enhancement | 90% | 250.6 | 104.2 | 171.5 | 97.8 | 0.4 | 362.4 | |
| Onc | ABT-627 (Endothelin) | Combination Bisphosphonates | 50% | 234.6 | 93.9 | 27.2 | 6.1 | 1.0 | 363.4 | |
| HIV/Trans | Kaletra | Knoll Reformulation | 50% | 224.8 | 61.7 | 85.0 | 26.5 | 2.6 | 366.2 | |
| Anti-Infect | ABT-773 (Ketolide) | Japan Registration | 39% | 206.8 | 12.1 | 46.0 | 0.4 | 4.0 | 370.2 | |
| Neuro | Depakote | New Formulations | 80% | 200.1 | 142.1 | 130.0 | 24.1 | 2.2 | 372.4 | |
| Uro/Cardio | Fenofibrate | Diabetic | 80% | 164.0 | 63.7 | 230.0 | 29.4 | 1.1 | 373.5 | |
| Neuro | Hydrocodone | Controlled Release | 34% | 155.1 | 12.9 | 19.3 | 0.8 | 2.2 | 375.7 | |
| Uro/Cardio | Fenofibrate | Feno Statin Reformulation RTP | 75% | 148.8 | 85.8 | 718.0 | 10.3 | 4.5 | 380.2 | |
| Anti-Infect | ABT-492 (Quinolone) | Japan Registration | 34% | 137.4 | 20.4 | 0.0 | 1.4 | 0.5 | 380.7 | |
| Onc | ABT-627 (Endothelin) | Combination Taxane | 70% | 95.9 | 46.3 | 7.7 | 3.0 | 1.0 | 381.7 | |

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Value Measure Summary - Sorted by Long Term Profit (II)

All Proj
Portfolio

| Franchise | Program | Project | Probability of Success | Long Term Division Margin (\$ millions) | Expected Value (\$ millions) | Short Term Revenue (\$ millions) | Productivity Index (\$ millions) | Next Year Cost (\$ millions) | Cum. Next Year Cost (\$ millions) | Budget Thresholds |
|-------------|----------------|--------------------------------|------------------------|---|------------------------------|----------------------------------|----------------------------------|------------------------------|-----------------------------------|-------------------|
| Neuro | Hydrocodone | RAPID Dissolve | 67% | 67.0 | 23.2 | 121.0 | 4.2 | 1.8 | 383.5 | \$385 M 2001 Cost |
| Uro/Cardio | ABT-598 (KCO) | KCO Base Program | 15% | 83.4 | 47.7 | 0.0 | 1.1 | 4.5 | 388.0 | |
| HIV/Trans | Kaletra | RTV Enhanced PI | 73% | 80.9 | 70.1 | 59.5 | 6.6 | 8.3 | 396.3 | |
| Anti-Infect | Clarithromycin | MR Pediatric | 32% | 73.9 | 6.9 | 47.0 | 2.9 | 7.2 | 403.5 | |
| Anti-Infect | Clarithromycin | Clari vs Augmentin DRSP CAP | 50% | 71.2 | 25.8 | 96.7 | 51.6 | 1.0 | 404.5 | |
| Anti-Infect | Clarithromycin | XL-FR/GER/SW/ITZ | 80% | 70.8 | 21.7 | 57.3 | 4.0 | 6.8 | 411.3 | |
| Neuro | Depakote | ER 250mg | 90% | 56.4 | 43.1 | 62.0 | 15.4 | 2.7 | 414.0 | |
| Anti-Infect | Clarithromycin | Differentiation-Mucoregulatory | 80% | 47.5 | 31.9 | 83.2 | 34.9 | 0.6 | 414.6 | |
| HIV/Trans | Kaletra | Metabolic | 80% | 42.8 | 57.4 | 67.0 | 26.8 | 1.0 | 415.6 | |
| Neuro | Depakote | DR-ER Switch - Bipolar | 95% | 42.1 | 48.0 | 64.0 | 14.0 | 1.1 | 416.7 | |
| Neuro | Depakote | Impulsive Aggression | 65% | 40.7 | 50.2 | 103.0 | 33.0 | 2.3 | 419.0 | |
| Anti-Infect | Omnicel | Otitis Media | 72% | 39.2 | 6.0 | 63.0 | 0.8 | 5.0 | 424.0 | |
| Neuro | Depakote | Dose Proportionality | 90% | 36.6 | 70.2 | 85.0 | 38.2 | 2.0 | 426.0 | |
| HW/Trans | Kaletra | SEC Reformulation | 85% | 36.0 | 25.8 | 0.0 | 6.9 | 1.0 | 427.0 | |
| HW/Trans | Kaletra | Phase IV Sustiva Add on | 90% | 34.6 | 62.2 | 45.5 | 50.8 | 0.6 | 427.6 | |
| HW/Trans | Kaletra | Expanded Access | 95% | 34.0 | 107.9 | 88.4 | 15.0 | 6.9 | 434.5 | |
| Neuro | Depakote | Psychosis | 50% | 33.8 | 29.4 | 81.0 | 17.2 | 3.4 | 436.0 | |
| Anti-Infect | Clarithromycin | MECAPP | 80% | 33.1 | 17.6 | 50.6 | 22.0 | 1.0 | 439.0 | |

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Value Measure Summary - Sorted by Long Term Profit (IV)

All Proj
Portfolio

| Franchise | Program | Project | Probability of Success | Long Term Division Margin (\$ millions) | Expected Value (\$ millions) | Short Term Revenue (\$ millions) | Productivity Index (\$ millions) | Next Year Cost (\$ millions) | Cum. Next Year Cost (\$ millions) | Budget Thresholds |
|-------------|----------------|--|------------------------|---|------------------------------|----------------------------------|----------------------------------|------------------------------|-----------------------------------|-------------------|
| Anti-Infect | Clarithromycin | CAP Registry Counter Resistance Thera | 80% | 32.2 | 23.7 | 65.0 | 5.7 | 2.0 | 441.0 | |
| Neuro | Depakote | Poly Cystic Ovary | 95% | 30.4 | 36.1 | 46.0 | 59.5 | 0.4 | 441.3 | |
| Neuro | Depakote | Depacon IV Acute Migraine | 75% | 28.3 | 20.2 | 24.0 | 11.4 | 0.8 | 442.2 | |
| Neuro | Depakote | Depacon Status Epilepticus | 50% | 28.3 | 10.2 | 22.0 | 9.3 | 0.6 | 442.8 | |
| Neuro | Depakote | Elderly Agitation | 75% | 28.3 | 25.0 | 43.0 | 4.5 | 4.8 | 447.5 | |
| HIV/Trans | Kaletra | Special Patient Populations | 90% | 27.3 | 30.9 | 27.6 | 15.5 | 1.5 | 449.1 | |
| HIV/Trans | Kaletra | QD Program | 77% | 25.1 | 41.9 | 62.0 | 6.0 | 3.7 | 452.8 | |
| Anti-Infect | Clarithromycin | Differentiation-Immunomodulatory Studies | 80% | 23.2 | 19.2 | 66.2 | 5.7 | 1.6 | 454.3 | |
| HIV/Trans | Kaletra | Phase IV Switch | 90% | 21.7 | 78.4 | 72.0 | 13.0 | 6.0 | 460.3 | |
| Neuro | Depakote | Depakote ER Adolescent pK Study | 99% | 21.4 | 54.3 | 24.0 | 33.9 | 1.6 | 461.9 | |
| Neuro | Depakote | Depakote DR Community Use Study in | 100% | 19.3 | 23.9 | 39.0 | 6.0 | 1.0 | 462.9 | |
| HIV/Trans | Ritonovir | New Improved Formulation | 77% | 19.1 | 13.4 | 24.8 | 3.2 | 2.6 | 465.5 | |
| Neuro | Depakote | Depakote DR Neuroprotective Study | 50% | 16.6 | 22.7 | 23.0 | 10.4 | 0.6 | 466.2 | |
| Anti-Infect | Omnicef | AECB | 80% | 16.2 | -0.9 | 26.0 | -0.1 | 4.4 | 470.5 | |
| HIV/Trans | Kaletra | Salvage AV | 75% | 15.7 | 6.8 | 41.0 | 2.3 | 2.8 | 473.3 | |
| Anti-Infect | Clarithromycin | MR 1000mg Formulation | 50% | 14.0 | 1.2 | 18.3 | 0.5 | 3.2 | 476.5 | |
| Neuro | Depakote | 250mg Sprinkles | 90% | 13.8 | 14.6 | 16.0 | 4.1 | 1.8 | 478.3 | |
| Anti-Infect | Clarithromycin | Clari CAP Stepdown | 85% | 13.7 | 11.2 | 31.0 | 15.3 | 0.9 | 479.2 | |

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PART 2

Value Measure Summary - Sorted by Long Term Profit (V)

All Proj
Portfolio

| Franchise | Program | Project | Probability of Success | Long Term Division Margin (\$ millions) | Expected Value (\$ millions) | Short Term Revenue (\$ millions) | Productivity Index (\$ millions) | Next Year Cost (\$ millions) | Cum. Next Year Cost (\$ millions) | Budget Thresholds |
|-------------|-------------------------|--------------------------------|------------------------|---|------------------------------|----------------------------------|----------------------------------|------------------------------|-----------------------------------|-------------------|
| Anti-Infect | Omicef | Pharyngitis | 72% | 10.8 | -4.4 | 17.0 | -0.5 | 5.8 | 485.0 | |
| HIV/Trans | Kaletra | IBHSC | 95% | 10.6 | 27.5 | 41.0 | 9.6 | 2.2 | 487.2 | |
| HIV/Trans | Ritonovir | ERICA | 75% | 5.6 | 4.1 | 12.7 | 1.9 | 1.2 | 488.4 | |
| HIV/Trans | Ritonovir | M96-462 | 90% | 3.9 | 13.9 | 17.3 | 12.4 | 0.9 | 489.3 | |
| Anti-Infect | Clarithromycin | Peritussis Prophylaxis | 95% | 1.3 | 0.7 | 3.1 | 1.4 | 0.3 | 489.5 | |
| HIV/Trans | Gengraf | Liquid Bio Study | 90% | 0.4 | 8.1 | 20.0 | 32.1 | 0.3 | 489.8 | |
| Anti-Infect | Clarithromycin | Clari Phase IV Commitments | 100% | 0.0 | -0.5 | 0.0 | -1.0 | 0.5 | 490.3 | |
| Neuro | Depakote | Base Program | 100% | 0.0 | -8.9 | 0.0 | -1.0 | 8.9 | 499.2 | |
| HIV/Trans | Gengraf | EU Switch Study | 98% | 0.0 | 25.6 | 136.5 | 29.3 | 0.9 | 500.1 | |
| HIV/Trans | Gengraf | PREFER | 95% | 0.0 | 4.0 | 7.1 | 3.9 | 1.1 | 501.2 | |
| HIV/Trans | Gengraf | Pediatric PK | 75% | 0.0 | 4.5 | 9.9 | 12.1 | 0.5 | 501.7 | |
| HIV/Trans | Ritonovir | NICE | 100% | 0.0 | 3.3 | 4.0 | 3.1 | 1.0 | 502.7 | |
| HIV/Trans | Ritonovir | Ritonovir Phase IV Commitments | 100% | 0.0 | -6.9 | 0.0 | -1.0 | 2.0 | 504.7 | |
| Uro/Cardio | Fenofibrate | Feno Base Program | 100% | -6.0 | -9.4 | 0.0 | -1.0 | 1.6 | 506.3 | |
| Uro/Cardio | Fenofibrate | Feno Post MI | 50% | -19.2 | -32.7 | 4.7 | -29.6 | 1.0 | 507.3 | |
| Anti-Infect | ABT-677 (Neuraminidase) | Neuraminidase | 21% | -133.5 | -211.4 | 0.0 | -1.0 | 37.2 | 544.5 | |

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MaxFolio Output 24-Jan-2001

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Value Measure Summary - Sorted by R&D Productivity Index (I)

All Proj
Portfolio

| Franchise | Program | Project | Probability of Success | Productivity Index (\$ millions) | Expected Value (\$ millions) | Short Term Revenue (\$ millions) | Long Term Division Margin (\$ millions) | Next Year Cost (\$ millions) | Cum. Next Year Cost (\$ millions) | Budget Thresholds |
|-------------|----------------|----------------------------------|------------------------|----------------------------------|------------------------------|----------------------------------|---|------------------------------|-----------------------------------|-------------------|
| Anti-Infect | Clarithromycin | Clari Market Enhancement | 90% | 97.8 | 104.2 | 171.5 | 250.6 | 0.4 | 0.4 | |
| Neuro | Depakote | Poly Cystic Ovary | 95% | 59.5 | 36.1 | 46.0 | 30.4 | 0.4 | 0.7 | |
| Uro/Cardio | Fenofibrate | PM Women | 80% | 57.8 | 129.5 | 460.0 | 328.0 | 1.5 | 2.2 | |
| HIV/Trans | Kaletra | Core Program: HIV:BID;ORAL | 95% | 51.9 | 2461.0 | 2302.7 | 2104.8 | 32.8 | 35.0 | |
| Anti-Infect | Clarithromycin | Clari vs. Augmentin DRSP CAP | 50% | 51.6 | 25.8 | 96.7 | 71.2 | 1.0 | 36.0 | |
| HIV/Trans | Kaletra | Phase IV Sustiva Add on | 90% | 50.8 | 62.2 | 45.5 | 34.6 | 0.6 | 36.6 | |
| Neuro | Depakote | Dose Proportionality | 50% | 38.2 | 70.2 | 85.0 | 38.6 | 2.0 | 38.6 | |
| Anti-Infect | Clarithromycin | Differentiation-Mucoregulatory | 80% | 34.9 | 31.9 | 83.2 | 47.5 | 0.6 | 39.3 | |
| Neuro | Depakote | Depakote ER Adolescent pK Study | 29% | 33.9 | 54.3 | 24.0 | 21.4 | 1.6 | 40.9 | |
| Neuro | Depakote | Impulsive Aggression | 65% | 33.0 | 50.2 | 103.0 | 40.7 | 2.3 | 43.2 | |
| HIV/Trans | Gengraf | Liquid Bio Study | 50% | 32.1 | 8.1 | 20.0 | 0.4 | 0.3 | 43.5 | |
| Uro/Cardio | Fenofibrate | Diabetic | 80% | 29.4 | 63.7 | 230.0 | 164.0 | 1.1 | 44.6 | |
| HIV/Trans | Gengraf | EU Switch Study | 38% | 29.3 | 25.6 | 136.5 | 6.0 | 0.9 | 45.4 | |
| HIV/Trans | Kaletra | Metabolic | 80% | 26.8 | 57.4 | 67.0 | 42.8 | 1.0 | 46.4 | |
| HIV/Trans | Kaletra | Kidney Refinement | 50% | 26.3 | 81.7 | 85.0 | 224.8 | 2.8 | 49.2 | |
| Neuro | Depakote | New Formulations | 80% | 24.1 | 142.1 | 130.0 | 200.1 | 2.2 | 51.4 | |
| Neuro | Depakote | Peds ER Patent Extn - Psychiatry | 35% | 24.0 | 129.8 | 0.0 | 345.0 | 0.8 | 52.1 | |
| Anti-Infect | Clarithromycin | MECAP | 80% | 22.0 | 17.6 | 50.6 | 33.1 | 1.0 | 53.1 | |

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MaxFolio Output 24-Jan-2001

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Value Measure Summary - Sorted by R&D Productivity Index (II)

All Proj
Portfolio

| Franchise | Program | Project | Probability of Success | Productivity Index (\$ millions) | Expected Value (\$ millions) | Short Term Revenue (\$ millions) | Long Term Division Margin (\$ millions) | Next Year Cost (\$ millions) | Cum. Next Year Cost (\$ millions) | Budget Thresholds |
|-------------|----------------|-----------------------------------|------------------------|----------------------------------|------------------------------|----------------------------------|---|------------------------------|-----------------------------------|-------------------|
| Neuro | ABT-594 | Chronic Persistent Pain | 16% | 21.5 | 80.1 | 119.6 | 713.8 | 3.2 | 56.3 | |
| Neuro | Depakote | Psychosis | 50% | 17.2 | 29.4 | 81.0 | 33.8 | 3.4 | 59.8 | |
| HIV/Trans | Kaletra | Special Patient Populations | 90% | 15.5 | 30.9 | 27.6 | 27.5 | 1.5 | 61.3 | |
| Neuro | Depakote | ER 250mg | 90% | 15.4 | 43.1 | 62.0 | 50.4 | 2.7 | 63.9 | |
| Anti-infect | Clarithromycin | Glaxo CAP Stepdown | 85% | 15.3 | 11.2 | 31.0 | 15.7 | 0.9 | 64.8 | |
| HIV/Trans | Kaletra | Expanded Access | 95% | 15.0 | 107.9 | 88.4 | 34.0 | 6.9 | 71.7 | |
| Neuro | Depakote | Depakote PH Adult Mamm | 75% | 14.9 | 124.4 | 208.0 | 253.9 | 1.3 | 73.0 | |
| Neuro | Depakote | DR-ER Switch - Bipolar | 95% | 14.0 | 48.0 | 64.0 | 42.1 | 1.1 | 74.1 | |
| HIV/Trans | Kaletra | Phase IV Switch | 90% | 13.0 | 78.4 | 72.0 | 21.7 | 6.0 | 80.1 | |
| HIV/Trans | Ritonavir | M96-462 | 90% | 12.4 | 13.9 | 17.3 | 3.9 | 0.9 | 81.0 | |
| HIV/Trans | Genral | Pediatric PK | 75% | 12.1 | 4.5 | 9.9 | 6.0 | 0.5 | 81.5 | |
| Neuro | Depakote | Depacon IV Acute Migraine | 75% | 11.4 | 20.2 | 24.0 | 25.3 | 0.8 | 82.3 | |
| Neuro | Depakote | Depakote DR Neuroprotective Study | 50% | 10.4 | 22.7 | 23.0 | 16.6 | 0.6 | 83.0 | |
| Uro/Cardio | Fenofibrate | Feno Statin Reformulation RTP | 75% | 10.3 | 85.8 | 718.0 | 148.8 | 4.5 | 87.5 | |
| HIV/Trans | Kaletra | IBHSC | 95% | 9.6 | 27.5 | 41.0 | 10.6 | 2.2 | 89.7 | |
| Neuro | Depakote | Depacon Status Epilepticus | 50% | 9.3 | 10.2 | 22.0 | 28.3 | 0.6 | 90.2 | |
| HIV/Trans | Kaletra | CO Program | 75% | 8.1 | 41.9 | 62.0 | 25.1 | 3.7 | 93.9 | |
| HIV/Trans | Kaletra | SEC Reformulation | 85% | 6.9 | 25.8 | 0.0 | 36.0 | 1.0 | 94.9 | |

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MaxFolio Output 24-Jan-2001

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Value Measure Summary - Sorted by R&D Productivity Index (II)

All Proj Portfolio

| Franchise | Program | Project | Probability of Success | Productivity Index (\$ millions) | Expected Value (\$ millions) | Short Term Revenue (\$ millions) | Long Term Division Margin (\$ millions) | Next Year Cost (\$ millions) | Cum. Next Year Cost (\$ millions) | Budget Thresholds |
|-------------|----------------------|---|------------------------|----------------------------------|------------------------------|----------------------------------|---|------------------------------|-----------------------------------|-------------------|
| HW/Trans | Kaletra | RTV Enhanced PI | 78% | 6.6 | 70.1 | 59.5 | 80.9 | 8.3 | 103.2 | |
| Onc | ABT-627 (Endothelin) | Combination Bisphosphonates | 50% | 6.1 | 93.9 | 27.2 | 234.6 | 1.0 | 104.2 | |
| Neuro | Depakote | Depakote DR Community Use Study in | 100% | 6.0 | 23.9 | 39.0 | 19.3 | 1.0 | 105.2 | |
| Onc | ABT-627 (Endothelin) | Non Prostate Cancer | 48% | 5.9 | 98.7 | 24.7 | 342.2 | 3.0 | 108.2 | |
| Anti-Infect | Clarithromycin | CAP Registry Counter Resistance Threa | 80% | 5.7 | 23.7 | 65.0 | 32.2 | 2.0 | 110.3 | |
| Anti-Infect | Clarithromycin | Differentiation-Immunomodulatory Studie | 80% | 5.7 | 19.2 | 66.2 | 23.2 | 1.6 | 111.9 | |
| Anti-Infect | ABT-773 (Ketolide) | I.V. Formulation | 58% | 5.7 | 77.2 | 78.5 | 393.5 | 7.5 | 119.4 | |
| Neuro | ABT-594 | Neuro Pain | 32% | 5.5 | 360.7 | 433.9 | 2127.1 | 17.2 | 136.6 | |
| Uro/Cardio | Fenofibrate | Feno Statin Reformulation Combo | 75% | 5.1 | 63.4 | 186.0 | 374.8 | 2.1 | 138.7 | |
| Neuro | Depakote | Elderly Agitation | 75% | 4.5 | 25.0 | 43.0 | 28.3 | 4.8 | 143.5 | |
| Onc | ABT-627 (Endothelin) | Prostate Cancer 2 Clinical Trials | 75% | 4.3 | 576.6 | 274.5 | 1294.6 | 42.0 | 185.5 | |
| Neuro | Hydrocodone | RAPID Dissolve | 67% | 4.2 | 23.2 | 121.0 | 87.0 | 1.8 | 187.3 | |
| Neuro | Depakote | 250mg Sprinkles | 50% | 4.1 | 14.6 | 16.0 | 13.8 | 1.8 | 189.1 | |
| Onc | ABT-627 (Endothelin) | Early Stage Pca Patients | 55% | 4.0 | 193.5 | 12.3 | 531.2 | 11.0 | 200.1 | |
| Anti-Infect | Clarithromycin | XL-FR/GER/SWITZ | 80% | 4.0 | 21.7 | 57.3 | 70.8 | 6.8 | 206.9 | |
| HW/Trans | Gengraf | PREFER | 95% | 3.9 | 4.0 | 7.1 | 0.0 | 1.1 | 208.0 | |
| Neuro | ABS-103/HPS-1776 | Epilepsy, Migraine, Bipolar | 36% | 3.8 | 566.2 | 0.0 | 2064.8 | 12.1 | 226.1 | |
| Onc | ABT-510 (TSP-1) | Solid Tumor Cancer | 29% | 3.8 | 234.9 | 72.0 | 1300.9 | 12.0 | 232.1 | |

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MaxFolio Output 24-Jan-2001

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Value Measure Summary - Sorted by R&D Productivity Index (IV)

**All Proj
Portfolio**

| Franchise | Program | Project | Probability of Success | Productivity Index (\$ millions) | Expected Value (\$ millions) | Short Term Revenue (\$ millions) | Long Term Division Margin (\$ millions) | Next Year Cost (\$ millions) | Cum. Next Year Cost (\$ millions) | Budget Thresholds |
|-------------|------------------------|--------------------------|------------------------|----------------------------------|------------------------------|----------------------------------|---|------------------------------|-----------------------------------|-------------------|
| Neuro | ABT-963 (COX-II) | Pain and Osteo | 35% | 3.7 | 233.9 | 63.5 | 1086.8 | 3.0 | 233.1 | |
| Onc | YM 529 | Bisphosphonate Analog | 22% | 3.7 | 161.5 | 468.2 | 1628.8 | 15.0 | 250.1 | |
| Uro/Cardio | ABT-822 (Bimocinolol) | Diabetic Neuropathy | 6% | 3.4 | 40.0 | 68.0 | 988.5 | 13.4 | 263.5 | |
| Anti-Infect | ABT-492 (Quinolone) | IV Formulation | 20% | 3.3 | 33.5 | 19.3 | 308.7 | 2.4 | 265.8 | |
| Onc | ISP-2 | Solid Tumor Cancer | 22% | 3.3 | 158.9 | 0.0 | 565.5 | 0.0 | 265.8 | |
| HIV/Trans | Ritonovir | New Improved Formulation | 77% | 3.2 | 13.4 | 24.8 | 19.1 | 2.6 | 268.4 | |
| HIV/Trans | Ritonovir | NICE | 100% | 3.1 | 5.3 | 4.0 | 0.0 | 1.0 | 269.4 | |
| Onc | ABT-627 (Endothelin) | Combination laxane | 70% | 3.0 | 46.3 | 7.7 | 95.9 | 1.0 | 270.4 | \$275 M 2001 Cost |
| Anti-Infect | Clarithromycin | MR Pediatric | 32% | 2.9 | 6.9 | 47.0 | 73.9 | 7.2 | 277.6 | \$285 M 2001 Cost |
| Anti-Infect | ABT-773 (Ketolide) | Tablet | 72% | 2.5 | 521.5 | 900.9 | 1471.2 | 87.0 | 364.6 | |
| HIV/Trans | Kaletra | Salvage AV | 73% | 2.3 | 8.8 | 41.0 | 15.7 | 2.8 | 367.4 | |
| Onc | ABT-751 (Anti-Mitotic) | Solid Tumor Cancer | 31% | 2.1 | 119.4 | 46.6 | 771.6 | 10.0 | 377.4 | |
| HIV/Trans | Ritonovir | ERIC-A | 73% | 1.9 | 4.1 | 12.7 | 5.6 | 1.2 | 378.6 | |
| Anti-Infect | Clarithromycin | Pertussis Prophylaxis | 95% | 1.4 | 0.7 | 3.1 | 1.3 | 0.3 | 378.9 | |
| Anti-Infect | ABT-492 (Quinolone) | Japan Registration | 34% | 1.4 | 20.4 | 0.0 | 137.4 | 0.5 | 379.4 | \$385 M 2001 Cost |
| Onc | ABT-828 (K5) | Solid Tumor Cancer | 21% | 1.2 | 90.5 | 0.0 | 806.9 | 8.8 | 388.2 | |
| Uro/Cardio | ABT-598 (KCO) | KCO Base Program | 15% | 1.1 | 47.7 | 0.0 | 83.4 | 4.5 | 392.7 | |
| Onc | ABT-518 (MMP-I) | Solid Tumor Cancer | 14% | 1.0 | 48.3 | 21.6 | 707.6 | 9.0 | 401.7 | |

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Value Measure Summary - Sorted by R&D Productivity Index (V)

All Proj Portfolio

| Franchise | Program | Project | Probability of Success | Productivity Index (\$ millions) | Expected Value (\$ millions) | Short Term Revenue (\$ millions) | Long Term Division Margin (\$ millions) | Next Year Cost (\$ millions) | Cum. Next Year Cost (\$ millions) | Budget Thresholds |
|-------------|-------------------------|--|------------------------|----------------------------------|------------------------------|----------------------------------|---|------------------------------|-----------------------------------|-------------------|
| Anti-Infect | Omnicel | Otitis Media | 72% | 0.6 | 6.0 | 63.0 | 39.2 | 5.0 | 406.7 | |
| Neuro | Hydrocodone | Controlled Release | 34% | 0.8 | 12.9 | 19.3 | 155.1 | 2.2 | 408.9 | |
| Anti-Infect | Clarithromycin | MR 1000mg Formulation | 50% | 0.5 | 1.2 | 18.3 | 14.0 | 3.2 | 412.1 | |
| Anti-Infect | ABT-492 (Quinolone) | Reduced Ph III Risk | 34% | 0.4 | 37.4 | 70.4 | 581.1 | 32.4 | 444.5 | |
| Anti-Infect | ABT-773 (Ketolide) | Japan Registration | 39% | 0.4 | 12.1 | 46.0 | 206.8 | 4.0 | 448.5 | |
| Anti-Infect | ABT-492 (Quinolone) | Tablet | 30% | 0.4 | 33.9 | 83.9 | 648.3 | 23.5 | 472.1 | |
| Neuro | ABT-089 (ADHD) | Attention Deficit Hyperactivity Disorder | 16% | 0.3 | 24.1 | 0.0 | 385.8 | 7.0 | 479.1 | |
| Onc | FTI | Solid Tumor Cancer | 7% | 0.1 | 1.7 | 0.0 | 338.2 | 4.1 | 483.2 | |
| Anti-Infect | Omnicel | AECB | 89% | -0.1 | -0.9 | 26.0 | 16.2 | 4.4 | 487.5 | |
| Anti-Infect | Omnicel | Pharyngitis | 72% | -0.5 | -4.4 | 17.0 | 10.8 | 5.8 | 493.3 | |
| Anti-Infect | ABT-677 (Neuraminidase) | Neuraminidase | 21% | -1.0 | -211.4 | 0.0 | -133.5 | 37.2 | 530.5 | |
| Anti-Infect | Clarithromycin | Clari Phase IV Commitments | 100% | -1.0 | -0.5 | 0.0 | 0.0 | 0.5 | 531.0 | |
| Neuro | Dopakote | Base Program | 100% | -1.0 | -8.9 | 0.0 | 0.0 | 8.9 | 539.9 | |
| Uro/Cardio | Fenofibrate | Feno Base Program | 100% | -1.0 | -9.4 | 0.0 | -6.0 | 1.6 | 541.5 | |
| HIV/Tians | Pitonar | Ritonar Phase IV Commitments | 100% | -1.0 | -6.9 | 0.0 | 0.0 | 2.0 | 543.5 | |
| Uro/Cardio | Fenofibrate | Feno Post MI | 50% | -29.6 | -52.7 | 4.7 | -49.2 | 1.0 | 544.5 | |

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All Proj Portfolio

Portfolio Quartile Summary (I)

| Program | Project | Probability of Success | Expected Value | Short Term Revenue | Long Term Division Margin | Productiv y Index |
|-------------------------|--|---------------------------|-------------------|--------------------------|---------------------------------|----------------------|
| ABS-103/NPS-1776 | Epilepsy, Migraine, Bipolar | 36% | | | | |
| ABT-089 (ADHD) | Attention Deficit Hyperactivity Disorder | 18% | | | | |
| ABT-492 (Quinolone) | IV Formulation | 20% | | | | |
| ABT-492 (Quinolone) | Japan Registration | 34% | | | | |
| ABT-492 (Quinolone) | Reduced Ph III Risk | 34% | | | | |
| ABT-492 (Quinolone) | Tablet | 30% | | | | |
| ABT-510 (TSP-1) | Solid Tumor Cancer | 29% | | | | |
| ABT-518 (MMPI) | Solid Tumor Cancer | 14% | | | | |
| ABT-594 | Chronic Persistent Pain | 16% | | | | |
| ABT-594 | Neuro Pain | 32% | | | | |
| ABT-598 (KCO) | KCO Base Program | 15% | | | | |
| ABT-627 (Endothelin) | Combination Bisphosphonates | 50% | | | | |
| ABT-627 (Endothelin) | Combination taxane | 70% | | | | |
| ABT-627 (Endothelin) | Early Stage Pca Patients | 55% | | | | |
| ABT-627 (Endothelin) | Non Prostate Cancer | 48% | | | | |
| ABT-627 (Endothelin) | Prostate Cancer 2 Clinical Trials | 75% | | | | |
| ABT-677 (Neuraminidase) | Neuraminidase | 21% | | | | |
| ABT-751 (Anti-Mitotic) | Solid Tumor Cancer | 31% | | | | |

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MaxFolio Output 25-Jan-2001

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Portfolio Quartile Summary (II)

All Proj
Portfolio

| Program | Project | Probability of Success | Expected Value | Short Term Revenue | Long Term Division Margin | Productiv y Index |
|----------------------|---|---------------------------|-------------------|--------------------------|---------------------------------|----------------------|
| ABT-773 (Ketolide) | I.V. Formulation | 38% | | | | |
| ABT-773 (Ketolide) | Japan Registration | 39% | | | | |
| ABT-773 (Ketolide) | Tablet | 72% | | | | |
| ABT-822 (Bimoclomol) | Diabetic Neuropathy | 6% | | | | |
| ABT-828 (K5) | Solid Tumor Cancer | 21% | | | | |
| ABT-963 (COX-II) | Pain and Osteo | 39% | | | | |
| Clarithromycin | CAP Registry Counter Resistance Threa | 80% | | | | |
| Clarithromycin | Clari CAP Stepdown | 85% | | | | |
| Clarithromycin | Clari Market Enhancement | 90% | | | | |
| Clarithromycin | Clari Phase IV Commitments | 100% | | | | |
| Clarithromycin | Clari vs. Augmentin DRSP CAP | 50% | | | | |
| Clarithromycin | Differentiation-Immunomodulatory Studie | 80% | | | | |
| Clarithromycin | Differentiation-Mucoregulatory | 80% | | | | |
| Clarithromycin | MECAP | 80% | | | | |
| Clarithromycin | MR 1000mg Formulation | 50% | | | | |
| Clarithromycin | MR Pediatric | 32% | | | | |
| Clarithromycin | Pertussis Prophylaxis | 95% | | | | |
| Clarithromycin | XL-FR/GER/SWITZ | 80% | | | | |

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MaxFolio Output 25-Jan-2001

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Portfolio Quartile Summary (III)

All Proj
Portfolio

| Program | Project | Probability of Success | Expected Value | Short Term Revenue | Long Term Division Margin | Productivity Index |
|-------------|------------------------------------|------------------------|----------------|--------------------|---------------------------|--------------------|
| Depakote | 250mg Sprinkles | 90% | | | | |
| Depakote | Base Program | 100% | | | | |
| Depakote | Depacon IV Acute Migraine | 75% | | | | |
| Depakote | Depacon Status Epilepticus | 50% | | | | |
| Depakote | Depakote DR Community Use Study in | 100% | | | | |
| Depakote | Depakote DR Neuroprotective Study | 50% | | | | |
| Depakote | Depakote ER Adolescent pK Study | 99% | | | | |
| Depakote | Depakote ER Adult Mania | 75% | | | | |
| Depakote | Dose Proportionality | 90% | | | | |
| Depakote | DR-ER Switch - Bipolar | 95% | | | | |
| Depakote | Elderly Agitation | 75% | | | | |
| Depakote | ER 250mg | 90% | | | | |
| Depakote | Impulsive Aggression | 65% | | | | |
| Depakote | New Formulations | 80% | | | | |
| Depakote | Peds ER Patent Extn - Psychiatry | 95% | | | | |
| Depakote | Poly Cystic Ovary | 95% | | | | |
| Depakote | Psychosis | 50% | | | | |
| Fenofibrate | Diabetic | 80% | | | | |

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Portfolio Quartile Summary (IV)

All Proj
Portfolio

| Program | Project | Probability of Success | Expected Value | Short Term Revenue | Long Term Division Margin | Productiv y Index |
|-------------|---------------------------------|---------------------------|-------------------|--------------------------|---------------------------------|----------------------|
| Fenofibrate | Feno Base Program | 100% | | | | |
| Fenofibrate | Feno Post MI | 50% | | | | |
| Fenofibrate | Feno Statin Reformulation Combo | 75% | | | | |
| Fenofibrate | Feno Statin Reformulation RTP | 75% | | | | |
| Fenofibrate | PM Women | 80% | | | | |
| FTI | Solid Tumor Cancer | 7% | | | | |
| Gengraf | EU Switch Study | 98% | | | | |
| Gengraf | Liquid Bio Study | 90% | | | | |
| Gengraf | Pediatric PK | 75% | | | | |
| Gengraf | PREFER | 95% | | | | |
| Hydrocodone | Controlled Release | 34% | | | | |
| Hydrocodone | RAPID Dissolve | 67% | | | | |
| Kaletra | Core Program: HIV;BID;ORAL | 95% | | | | |
| Kaletra | Expanded Access | 95% | | | | |
| Kaletra | IBHSC | 95% | | | | |
| Kaletra | Knoll Reformulation | 50% | | | | |
| Kaletra | Metabolic | 80% | | | | |
| Kaletra | Phase IV Sustiva Add on | 90% | | | | |

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MaxFolio Output 25-Jan-2001

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Portfolio Quartile Summary (V)

All Proj
Portfolio

| Program | Project | Probability of Success | Expected Value | Short Term Revenue | Long Term Division Margin | Productivity Index |
|-----------|--------------------------------|------------------------|----------------|--------------------|---------------------------|--------------------|
| Kaletra | Phase IV Switch | 90% | | | | |
| Kaletra | QD Program | 77% | | | | |
| Kaletra | RTV Enhanced PI | 78% | | | | |
| Kaletra | Salvage AV | 73% | | | | |
| Kaletra | SEC Reformulation | 85% | | | | |
| Kaletra | Special Patient Populations | 90% | | | | |
| Omnicef | AECB | 80% | | | | |
| Omnicef | Otitis Media | 72% | | | | |
| Omnicef | Pharyngitis | 72% | | | | |
| Ritonovir | ERICA | 75% | | | | |
| Ritonovir | M96-462 | 90% | | | | |
| Ritonovir | New Improved Formulation | 77% | | | | |
| Ritonovir | NICE | 100% | | | | |
| Ritonovir | Ritonovir Phase IV Commitments | 100% | | | | |
| TSP-2 | Solid Tumor Cancer | 22% | | | | |
| YM 529 | Bisphosphonate Analog | 22% | | | | |

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All Proj Portfolio

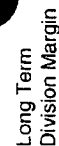
Portfolio Budget Sensitivity Summary (I)

| Program: Project | Next Year Budget | | Pro- ductivity Index | Exp. Value Div. Mgn | Short Term Revenue | Long Term Div. Mgn | Next Year Cost |
|--|------------------|--|----------------------------|---------------------------|--------------------------|--------------------------|----------------------|
| ABS-103/NPS-1776: Epilepsy, Migraine, Bipolar | | | 3.8 | 586.2 | 0.0 | 2084.8 | 12.1 |
| ABT-089 (ADHD): Attention Defecit Hyperactivity Disorder | | | 0.3 | 24.1 | 0.0 | 385.8 | 7.0 |
| ABT-492 (Quinolone): IV Formulation | | | 3.3 | 33.5 | 19.3 | 308.7 | 2.4 |
| ABT-492 (Quinolone): Japan Registration | | | 1.4 | 20.4 | 0.0 | 137.4 | 0.5 |
| ABT-492 (Quinolone): Reduced Ph III Risk | | | 0.4 | 37.4 | 70.4 | 581.1 | 32.4 |
| ABT-492 (Quinolone): Tablet | | | 0.4 | 33.9 | 83.9 | 648.3 | 23.5 |
| ABT-510 (TSP-1): Solid Tumor Cancer | | | 3.8 | 234.9 | 72.0 | 1300.9 | 12.0 |
| ABT-518 (MMP1): Solid Tumor Cancer | | | 1.0 | 48.3 | 21.6 | 707.6 | 9.0 |
| ABT-594: Chronic Persistent Pain | | | 21.5 | 80.1 | 119.6 | 713.8 | 3.2 |
| ABT-594: Neuro Pain | | | 5.5 | 360.7 | 433.9 | 2127.1 | 17.2 |
| ABT-598 (KCO): KCO Base Program | | | 1.1 | 47.7 | 0.0 | 83.4 | 4.5 |
| ABT-627 (Endothelin): Combination Bisphosphonates | | | 6.1 | 93.9 | 27.2 | 234.6 | 1.0 |
| ABT-627 (Endothelin): Combination taxane | | | 3.0 | 46.3 | 7.7 | 95.9 | 1.0 |
| ABT-627 (Endothelin): Early Stage Pca Patients | | | 4.0 | 193.5 | 12.3 | 531.2 | 11.0 |
| ABT-627 (Endothelin): Non Prostate Cancer | | | 5.9 | 98.7 | 24.7 | 342.2 | 3.0 |
| ABT-627 (Endothelin): Prostate Cancer 2 Clinical Trials | | | 4.3 | 576.6 | 274.5 | 1294.6 | 42.0 |

Productivity
Index



Long Term
Division Margin



Short Term
Revenue



MaxFolio Output 25-Jan-2001

All dollar amounts are in millions

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All Proj Portfolio

Portfolio Budget Sensitivity Summary (II)

| Program: Project | Next Year Budget | | | Pro- ductivity Index | Exp. Value Div. Mgn | Short Term Revenue | Long Term Div. Mgn | Next Year Cost |
|--|------------------|-----|-----|----------------------------|---------------------------|--------------------------|--------------------------|----------------------|
| | 275 | 285 | 385 | | | | | |
| ABT-677 (Neuraminidase): Neuraminidase | | | | -1.0 | -211.4 | 0.0 | -133.5 | 37.2 |
| ABT-751 (Anti-Mitotic): Solid Tumor Cancer | | | | 2.1 | 119.4 | 46.6 | 771.6 | 10.0 |
| ABT-773 (Ketolide): I.V. Formulation | | | | 5.7 | 77.2 | 78.5 | 393.5 | 7.5 |
| ABT-773 (Ketolide): Japan Registration | | | | 0.4 | 12.1 | 46.0 | 206.8 | 4.0 |
| ABT-773 (Ketolide): Tablet | | | | 2.5 | 521.5 | 900.9 | 1471.2 | 87.0 |
| ABT-822 (Bimoclomol): Diabetic Neuropathy | | | | 3.4 | 40.0 | 68.0 | 988.5 | 13.4 |
| ABT-828 (K5): Solid Tumor Cancer | | | | 1.2 | 90.5 | 0.0 | 806.9 | 8.8 |
| ABT-963 (COX-II): Pain and Osteo | | | | 3.7 | 233.9 | 63.5 | 1086.8 | 3.0 |
| Clarithromycin: CAP Registry Counter Resistance Threat | | | | 5.7 | 23.7 | 65.0 | 32.2 | 2.0 |
| Clarithromycin: Clari CAP Stepdown | | | | 15.3 | 11.2 | 31.0 | 13.7 | 0.9 |
| Clarithromycin: Clari Market Enhancement | | | | 97.8 | 104.2 | 171.5 | 250.6 | 0.4 |
| Clarithromycin: Clari Phase IV Commitments | | | | -1.0 | -0.5 | 0.0 | 0.0 | 0.5 |
| Clarithromycin: Clari vs. Augmentin DRSP CAP | | | | 51.6 | 25.8 | 96.7 | 71.2 | 1.0 |
| Clarithromycin: Differentiation-Immunomodulatory Studies | | | | 5.7 | 19.2 | 66.2 | 23.2 | 1.6 |
| Clarithromycin: Differentiation-Mucoregulatory | | | | 34.9 | 31.9 | 83.2 | 47.5 | 0.6 |
| Clarithromycin: MECAPP | | | | 22.0 | 17.6 | 50.6 | 33.1 | 1.0 |

Productivity
Index

ENPV

Long Term
Division MarginShort Term
Revenue

Confidential

All dollar amounts are in millions

MaxFolio Output 25-Jan-2001

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All Proj Portfolio

Portfolio Budget Sensitivity Summary (III)

| Program: Project | Next Year Budget | | | Pro- ductivity Index | Exp. Value Div. Mgn | Short Term Revenue | Long Term Div. Mgn | Next Year Cost |
|---|------------------|---|---|----------------------------|---------------------------|--------------------------|--------------------------|----------------------|
| Clarithromycin: MR 1000mg Formulation | ○ | ○ | ○ | 0.5 | 1.2 | 18.3 | 14.0 | 3.2 |
| Clarithromycin: MR Pediatric | ○ | ○ | ◐ | 2.9 | 6.9 | 47.0 | 73.9 | 7.2 |
| Clarithromycin: Pertussis Prophylaxis | ○ | ○ | ○ | 1.4 | 0.7 | 3.1 | 1.3 | 0.3 |
| Clarithromycin: XL-FR/GER/SWITZ | ◐ | ◐ | ◐ | 4.0 | 21.7 | 57.3 | 70.8 | 6.8 |
| Depakote: 250mg Sprinkles | ◐ | ◐ | ◐ | 4.1 | 14.6 | 16.0 | 13.8 | 1.8 |
| Depakote: Base Program | ○ | ○ | ○ | -1.0 | -8.9 | 0.0 | 0.0 | 8.9 |
| Depakote: DR-ER Switch - Bipolar | ◐ | ◐ | ◐ | 14.0 | 48.0 | 64.0 | 42.1 | 1.1 |
| Depakote: Depacon IV Acute Migraine | ◐ | ◐ | ◐ | 11.4 | 20.2 | 24.0 | 28.3 | 0.8 |
| Depakote: Depacon Status Epilepticus | ◐ | ◐ | ◐ | 9.3 | 10.2 | 22.0 | 28.3 | 0.6 |
| Depakote: Depakote DR Community Use Study in Psychiatry | ◐ | ◐ | ◐ | 6.0 | 23.9 | 39.0 | 19.3 | 1.0 |
| Depakote: Depakote DR Neuroprotective Study | ◐ | ◐ | ◐ | 10.4 | 22.7 | 23.0 | 16.6 | 0.6 |
| Depakote: Depakote ER Adolescent pK Study | ◐ | ◐ | ◐ | 33.9 | 54.3 | 24.0 | 21.4 | 1.6 |
| Depakote: Depakote ER Adult Mania | ◐ | ◐ | ◐ | 14.9 | 124.4 | 288.0 | 253.9 | 1.3 |
| Depakote: Dose Proportionality | ◐ | ◐ | ◐ | 38.2 | 70.2 | 85.0 | 38.6 | 2.0 |
| Depakote: ER 250mg | ◐ | ◐ | ◐ | 15.4 | 43.1 | 62.0 | 50.4 | 2.7 |
| Depakote: Elderly Agitation | ◐ | ◐ | ◐ | 4.5 | 25.0 | 43.0 | 28.3 | 4.8 |

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Long Term
Division MarginShort Term
Revenue

Confidential

All dollar amounts are in millions

MaxFolio Output 25-Jan-2001

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All Proj Portfolio

Portfolio Budget Sensitivity Summary (IV)

| Program: Project | Next Year Budget | | | Pro- ductivity Index | Exp. Value Div. Mgn | Short Term Revenue | Long Term Div. Mgn | Next Year Cost |
|--|------------------|-----|-----|----------------------------|---------------------------|--------------------------|--------------------------|----------------------|
| | 275 | 285 | 385 | | | | | |
| Depakote: Impulsive Aggression | | | | 33.0 | 50.2 | 103.0 | 40.7 | 2.3 |
| Depakote: New Formulations | | | | 24.1 | 142.1 | 130.0 | 200.1 | 2.2 |
| Depakote: Peds ER Patent Extn - Psychiatry | | | | 24.0 | 129.8 | 0.0 | 345.0 | 0.8 |
| Depakote: Poly Cystic Ovary | | | | 59.5 | 36.1 | 46.0 | 30.4 | 0.4 |
| Depakote: Psychosis | | | | 17.2 | 29.4 | 81.0 | 33.8 | 3.4 |
| FTI: Solid Tumor Cancer | | | | 0.1 | 1.7 | 0.0 | 338.2 | 4.1 |
| Fenofibrate: Diabetic | | | | 29.4 | 63.7 | 230.0 | 164.0 | 1.1 |
| Fenofibrate: Feno Base Program | | | | -1.0 | -9.4 | 0.0 | -6.0 | 1.6 |
| Fenofibrate: Feno Post MI | | | | -29.6 | -52.7 | 4.7 | -49.2 | 1.0 |
| Fenofibrate: Feno Statin Reformulation Combo | | | | 5.1 | 63.4 | 186.0 | 374.8 | 2.1 |
| Fenofibrate: Feno Statin Reformulation RTP | | | | 10.3 | 85.8 | 718.0 | 148.8 | 4.5 |
| Fenofibrate: PM Women | | | | 57.8 | 129.5 | 460.0 | 328.0 | 1.5 |
| Gengraf: EU Switch Study | | | | 29.3 | 25.6 | 136.5 | 0.0 | 0.9 |
| Gengraf: Liquid Bio Study | | | | 32.1 | 8.1 | 20.0 | 0.4 | 0.3 |
| Gengraf: PREFER | | | | 3.9 | 4.0 | 7.1 | 0.0 | 1.1 |
| Gengraf: Pediatric PK | | | | 12.1 | 4.5 | 9.9 | 0.0 | 0.5 |

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ENPV

Long Term
Division Margin



Short Term
Revenue



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All dollar amounts are in millions

MaxFolio Output 25-Jan-2001

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All Proj Portfolio

Portfolio Budget Sensitivity Summary (V)

| Program: Project | Next Year Budget | | | Pro- ductivity Index | Exp. Value Div. Mgn | Short Term Revenue | Long Term Div. Mgn | Next Year Cost |
|--------------------------------------|------------------|-----|-----|----------------------------|---------------------------|--------------------------|--------------------------|----------------------|
| | 275 | 285 | 385 | | | | | |
| Hydrocodone: Controlled Release | | | | 0.8 | 12.9 | 19.3 | 155.1 | 2.2 |
| Hydrocodone: RAPID Dissolve | | | | 4.2 | 23.2 | 121.0 | 87.0 | 1.8 |
| Kaletra: Core Program: HIV;BID;ORAL | | | | 51.9 | 2461.0 | 2302.7 | 2104.8 | 32.8 |
| Kaletra: Expanded Access | | | | 15.0 | 107.9 | 88.4 | 34.0 | 6.9 |
| Kaletra: IBHSC | | | | 9.6 | 27.5 | 41.0 | 10.6 | 2.2 |
| Kaletra: Knoll Reformulation | | | | 26.5 | 81.7 | 85.0 | 224.8 | 2.8 |
| Kaletra: Metabolic | | | | 26.8 | 57.4 | 67.0 | 42.8 | 1.0 |
| Kaletra: Phase IV Sustiva Add on | | | | 50.8 | 62.2 | 45.5 | 34.6 | 0.6 |
| Kaletra: Phase IV Switch | | | | 13.0 | 78.4 | 72.0 | 21.7 | 6.0 |
| Kaletra: QD Program | | | | 8.0 | 41.9 | 62.0 | 25.1 | 3.7 |
| Kaletra: RTV Enhanced PI | | | | 6.6 | 70.1 | 59.5 | 80.9 | 8.3 |
| Kaletra: SEC Reformulation | | | | 6.9 | 25.8 | 0.0 | 36.0 | 1.0 |
| Kaletra: Salvage AV | | | | 2.3 | 8.8 | 41.0 | 15.7 | 2.8 |
| Kaletra: Special Patient Populations | | | | 15.5 | 30.9 | 27.6 | 27.3 | 1.5 |
| Omnicef: AECB | | | | -0.1 | -0.9 | 26.0 | 16.2 | 4.4 |
| Omnicef: Otitis Media | | | | 0.8 | 6.0 | 63.0 | 39.2 | 5.0 |

Productivity
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ENPV

Long Term
Division Margin

Short Term
Revenue



Confidential

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All dollar amounts are in millions

MaxFolio Output 25-Jan-2001

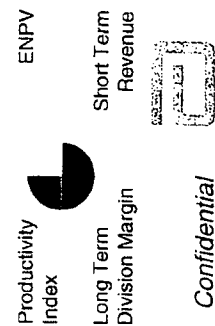
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All Proj Portfolio

Portfolio Budget Sensitivity Summary (VI)

| Program: Project | Next Year Budget | | | Pro- ductivity Index | Exp. Value Div. Mgn | Short Term Revenue | Long Term Div. Mgn | Next Year Cost |
|---|------------------|-----|-----|----------------------------|---------------------------|--------------------------|--------------------------|----------------------|
| | 275 | 285 | 385 | | | | | |
| Omnicef: Pharyngitis | | | | -0.5 | -4.4 | 17.0 | 10.8 | 5.8 |
| Ritonovir: ERICA | | | | 1.9 | 4.1 | 12.7 | 5.6 | 1.2 |
| Ritonovir: M96-462 | | | | 12.4 | 13.9 | 17.3 | 3.9 | 0.9 |
| Ritonovir: NICE | | | | 3.1 | 3.3 | 4.0 | 0.0 | 1.0 |
| Ritonovir: New Improved Formulation | | | | 3.2 | 13.4 | 24.8 | 19.1 | 2.6 |
| Ritonovir: Ritonovir Phase IV Commitments | | | | -1.0 | -6.9 | 0.0 | 0.0 | 2.0 |
| TSP-2: Solid Tumor Cancer | | | | 3.3 | 158.9 | 0.0 | 563.5 | 0.0 |
| YM 529: Bisphosphonate Analog | | | | 3.7 | 161.5 | 468.2 | 1628.8 | 15.0 |



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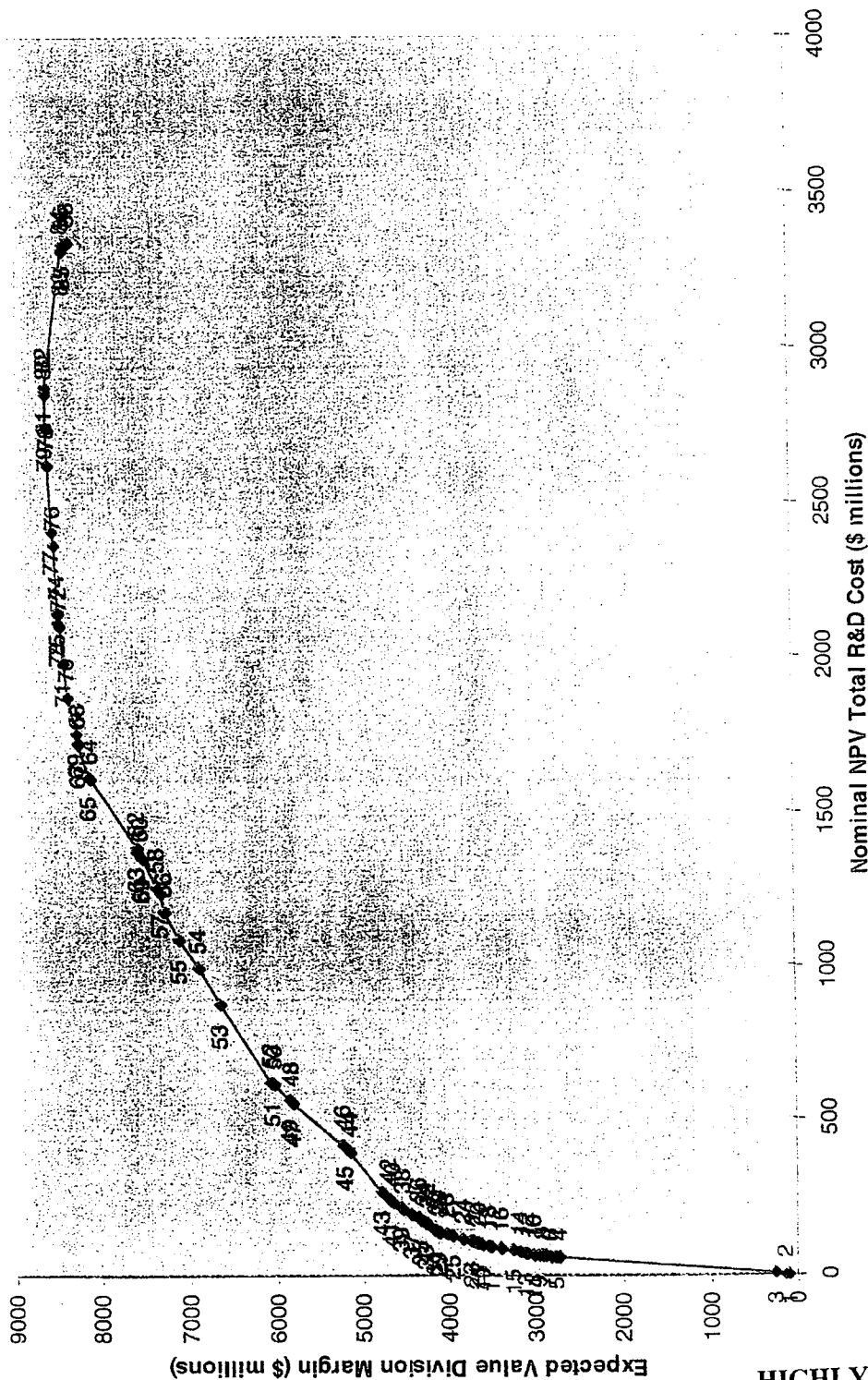
All dollar amounts are in millions

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All Proj Portfolio **Most Productive Portfolio Investment Curve: Expected Value by NPV Cost**

Optimal Portfolio Investment Curve Based On Prioritization by Productivity Index (PI)



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MaxFolio Output 25-Jan-2001

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All Proj Portfolio

Most Productive Portfolio Prioritization Results (I)

| Rank | Program | Project Prioritization List | Productivity Index | Cum EV Div Mgn \$M | Cum Nom NPV R&D Cost \$M | Cum 01 R&D Cost \$M |
|------|----------------|----------------------------------|--------------------|--------------------|--------------------------|---------------------|
| 0 | All Programs | Committed Plans | NA | 0 | 0 | 0 |
| 1 | Clarithromycin | Clari Market Enhancement | 97.8 | 104 | 1 | 0 |
| 2 | Depakote | Poly Cystic Ovary | 59.5 | 140 | 2 | 1 |
| 3 | Fenofibrate | PM Women | 57.8 | 270 | 5 | 2 |
| 4 | Kaletra | Core Program: HIV/BID/OPAL | 51.9 | 2731 | 55 | 35 |
| 5 | Clarithromycin | Clari vs. Augmentin DRSP CAP | 51.6 | 2757 | 56 | 36 |
| 6 | Kaletra | Phase IV Sustiva Add on | 50.8 | 2819 | 57 | 37 |
| 7 | Depakote | Dose Proportionality | 38.2 | 2889 | 59 | 39 |
| 8 | Clarithromycin | Differentiation-Mucoregulatory | 34.9 | 2921 | 60 | 39 |
| 9 | Depakote | Depakote ER Adolescent pK Study | 33.9 | 2975 | 62 | 41 |
| 10 | Depakote | Impulsive Aggression | 33.0 | 3025 | 64 | 43 |
| 11 | Gengraf | Liquid Bio Study | 32.1 | 3033 | 64 | 43 |
| 12 | Fenofibrate | Diabetic | 29.4 | 3097 | 67 | 45 |
| 13 | Gengraf | EU Switch Study | 29.3 | 3123 | 68 | 45 |
| 14 | Kaletra | Metabolic | 26.8 | 3180 | 71 | 46 |
| 15 | Kaletra | Knoll Reformulation | 26.5 | 3262 | 77 | 49 |
| 16 | Depakote | New Formulations | 24.1 | 3404 | 84 | 51 |
| 17 | Depakote | Peds ER Patent Extn - Psychiatry | 24.0 | 3534 | 90 | 52 |
| 18 | Clarithromycin | MECAPP | 22.0 | 3551 | 91 | 53 |
| 19 | ABT-594 | Chronic Persistent Pain | 21.5 | 3631 | 96 | 56 |
| 20 | Depakote | Psychosis | 17.2 | 3661 | 99 | 60 |
| 21 | Kaletra | Special Patient Populations | 15.5 | 3692 | 102 | 61 |
| 22 | Depakote | ER 250mg | 15.4 | 3735 | 105 | 64 |
| 23 | Clarithromycin | Clari CAP Stepdown | 15.3 | 3746 | 105 | 65 |
| 24 | Kaletra | Expanded Access | 15.0 | 3854 | 113 | 72 |
| 25 | Depakote | Depakote ER Adult Mania | 14.9 | 3978 | 124 | 73 |
| 26 | Depakote | DR-ER Switch - Bipolar | 14.0 | 4026 | 128 | 74 |
| 27 | Kaletra | Phase IV Switch | 13.0 | 4105 | 134 | 80 |
| 28 | Ritonovir | M96-462 | 12.4 | 4119 | 136 | 81 |

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All Proj Portfolio

Most Productive Portfolio Prioritization Results (II)

| Rank | Program | Project Prioritization List | Productivity Index | Cum EV Div Mgn \$M | Cum Nom NPV R&D Cost \$M | Cum 01 R&D Cost \$M |
|------|----------------------|---|--------------------|--------------------|--------------------------|---------------------|
| 29 | Gengraf | Pediatric PK | 12.1 | 4123 | 136 | 82 |
| 30 | Depakote | Depacon IV Acute Migraine | 11.4 | 4143 | 139 | 82 |
| 31 | Depakote | Depakote DR Neuroprotective Study | 10.4 | 4166 | 143 | 83 |
| 32 | Fenofibrate | Feno Statin Reformulation RTP | 10.3 | 4252 | 161 | 87 |
| 33 | Kaletra | IBHSC | 9.6 | 4279 | 164 | 90 |
| 34 | Depakote | Depacon Status Epilepticus | 9.3 | 4289 | 167 | 90 |
| 35 | Kaletra | QD Program | 8.0 | 4331 | 173 | 94 |
| 36 | Kaletra | SEC Reformulation | 6.9 | 4357 | 178 | 95 |
| 37 | Kaletra | RTV Enhanced PI | 6.6 | 4427 | 191 | 103 |
| 38 | ABT-627 (Endothelin) | Combination Bisphosphonates | 6.1 | 4521 | 207 | 104 |
| 39 | Depakote | Depakote DR Community Use Study in | 6.0 | 4545 | 211 | 105 |
| 40 | ABT-627 (Endothelin) | Non Prostate Cancer | 5.9 | 4644 | 230 | 108 |
| 41 | Clarithromycin | CAP Registry Counter Resistance Threa | 5.7 | 4668 | 235 | 110 |
| 42 | Clarithromycin | Differentiation-Immunomodulatory Studie | 5.7 | 4687 | 239 | 112 |
| 43 | ABT-773 (Ketolide) | I.V. Formulation | 5.7 | 4764 | 263 | 119 |
| 44 | ABT-594 | Neuro Pain | 5.5 | 5125 | 392 | 137 |
| 45 | Fenofibrate | Feno Statin Reformulation Combo | 5.1 | 5188 | 409 | 139 |
| 46 | Depakote | Elderly Agitation | 4.5 | 5213 | 416 | 143 |
| 47 | ABT-627 (Endothelin) | Prostate Cancer 2 Clinical Trials | 4.3 | 5790 | 551 | 185 |
| 48 | Hydrocodone | RAPID Dissolve | 4.2 | 5813 | 557 | 187 |
| 49 | Depakote | 250mg Sprinkles | 4.1 | 5827 | 561 | 189 |
| 50 | ABT-627 (Endothelin) | Early Stage Pca Patients | 4.0 | 6021 | 609 | 200 |
| 51 | Clarithromycin | XL-FR/GER/SWITZ | 4.0 | 6043 | 616 | 207 |
| 52 | Gengraf | PREFER | 3.9 | 6047 | 617 | 208 |
| 53 | ABS-103/NPS-1776 | Epilepsy, Migraine, Bipolar | 3.8 | 6633 | 874 | 220 |
| 54 | ABT-510 (TSP-1) | Solid Tumor Cancer | 3.8 | 6868 | 995 | 232 |
| 55 | ABT-963 (COX-II) | Pain and Osteo | 3.7 | 7102 | 1091 | 235 |
| 56 | YM 529 | Bisphosphonate Analog | 3.7 | 7263 | 1179 | 250 |

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Most Productive Portfolio Prioritization Results (III)

**All Proj
Portfolio**

| Rank | Program | Project Prioritization List | Productivity Index | Cum EV Div Mgn \$M | Cum Nom NPV R&D Cost \$M | Cum 01 R&D Cost \$M |
|------|-------------------------|--|--------------------|--------------------|--------------------------|---------------------|
| 57 | ABT-822 (Bimoclomol) | Diabetic Neuropathy | 3.4 | 7303 | 1237 | 263 |
| 58 | ABT-492 (Quinolone) | IV Formulation | 3.3 | 7337 | 1259 | 266 |
| 59 | TSP-2 | Solid Tumor Cancer | 3.3 | 7496 | 1354 | 266 |
| 60 | Ritonovir | New Improved Formulation | 3.2 | 7509 | 1359 | 268 |
| 61 | Ritonovir | NICE | 3.1 | 7512 | 1360 | 269 |
| 62 | ABT-627 (Endothelin) | Combination taxane | 3.0 | 7559 | 1376 | 270 |
| 63 | Clarithromycin | MR Pediatric | 2.9 | 7565 | 1383 | 278 |
| 64 | ABT-773 (Ketolide) | Tablet | 2.5 | 8087 | 1611 | 365 |
| 65 | Kaletra | Salvage AV | 2.3 | 8096 | 1616 | 367 |
| 66 | ABT-751 (Anti-Mitotic) | Solid Tumor Cancer | 2.1 | 8215 | 1725 | 377 |
| 67 | Ritonovir | ERICA | 1.9 | 8219 | 1728 | 379 |
| 68 | Clarithromycin | Pertussis Prophylaxis | 1.4 | 8220 | 1728 | 379 |
| 69 | ABT-492 (Quinolone) | Japan Registration | 1.4 | 8240 | 1754 | 379 |
| 70 | ABT-828 (K5) | Solid Tumor Cancer | 1.2 | 8331 | 1872 | 388 |
| 71 | ABT-598 (KCO) | KCO Base Program | 1.1 | 8379 | 1986 | 393 |
| 72 | ABT-518 (MMPI) | Solid Tumor Cancer | 1.0 | 8427 | 2106 | 402 |
| 73 | Omnicef | Otitis Media | 0.8 | 8433 | 2116 | 407 |
| 74 | Hydrocodone | Controlled Release | 0.8 | 8446 | 2142 | 409 |
| 75 | Clarithromycin | MR 1000mg Formulation | 0.5 | 8447 | 2147 | 412 |
| 76 | ABT-492 (Quinolone) | Reduced Ph III Risk | 0.4 | 8484 | 2367 | 445 |
| 77 | ABT-773 (Ketolide) | Japan Registration | 0.4 | 8496 | 2413 | 449 |
| 78 | ABT-492 (Quinolone) | Tablet | 0.4 | 8530 | 2627 | 472 |
| 79 | ABT-089 (ADHD) | Attention Deficit Hyperactivity Disorder | 0.3 | 8554 | 2749 | 479 |
| 80 | FTI | Solid Tumor Cancer | 0.1 | 8556 | 2857 | 483 |
| 81 | Omnicef | AECB | -0.1 | 8555 | 2865 | 488 |
| 82 | Omnicef | Pharyngitis | -0.5 | 8551 | 2876 | 493 |
| 83 | ABT-677 (Neuraminidase) | Neuraminidase | -1.0 | 8339 | 3314 | 530 |
| | | | | \$275 M 2001 Cost | | |
| | | | | \$285 M 2001 Cost | | |
| | | | | \$385 M 2001 Cost | | |

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All Proj Portfolio **Most Productive Portfolio Prioritization Results (IV)**

| Rank | Program | Project Prioritization List | Productivity Index | Cum EV Div Mgn \$M | Cum Nom NPV R&D Cost \$M | Cum 01 R&D Cost \$M |
|------|----------------|--------------------------------|--------------------|--------------------|--------------------------|---------------------|
| 84 | Clarithromycin | Clari Phase IV Commitments | -1.0 | 8339 | 3315 | 531 |
| 85 | Fenofibrate | Feno Base Program | -1.0 | 8330 | 3324 | 533 |
| 86 | Ritonovir | Ritonovir Phase IV Commitments | -1.0 | 8323 | 3331 | 535 |
| 87 | Depakote | Base Program | -1.0 | 8314 | 3340 | 544 |
| 88 | Fenofibrate | Feno Post MI | -29.6 | 8261 | 3343 | 545 |

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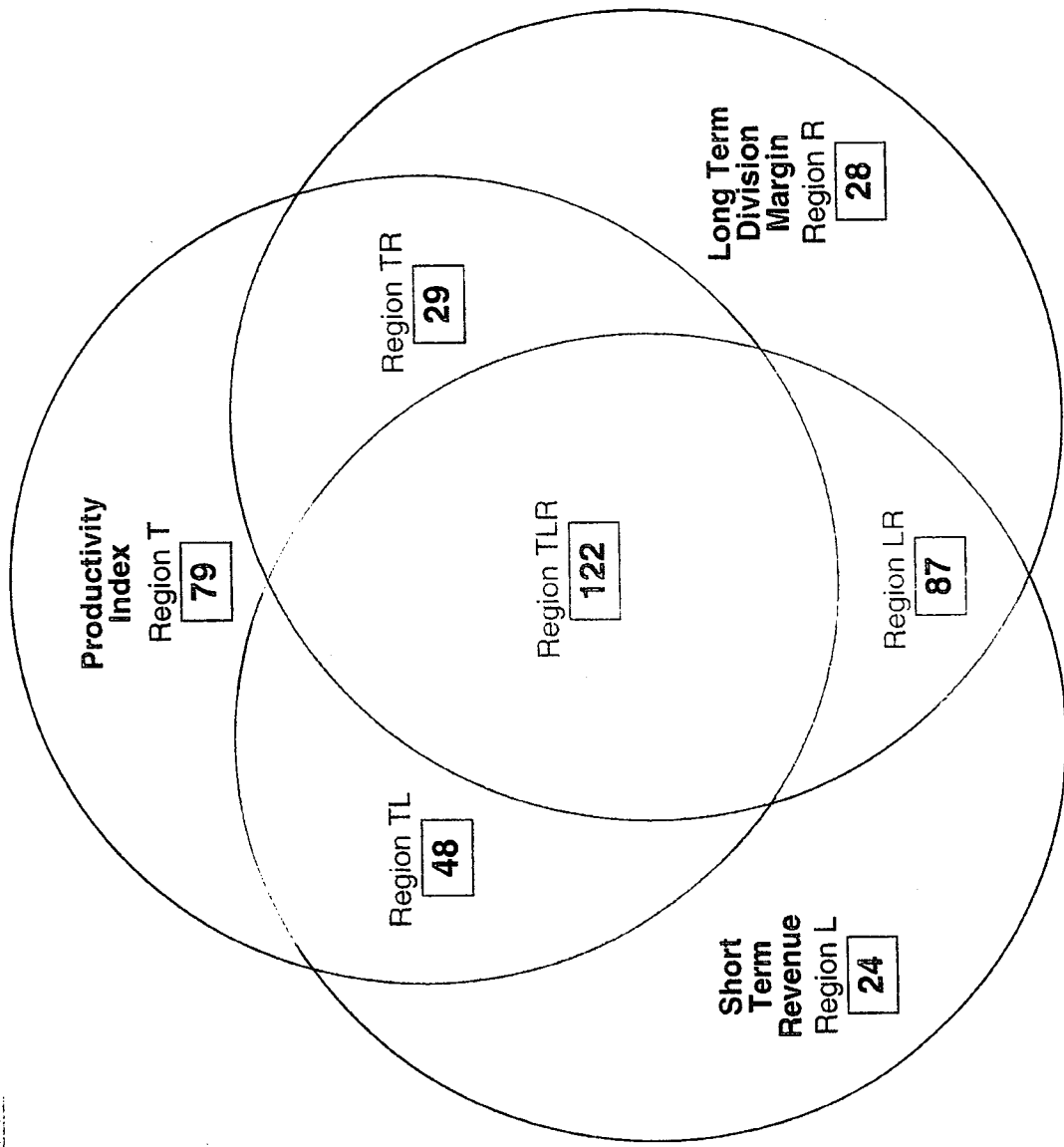
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Portfolio Summary Including Productivity Index, ST Revenue, LT Profit

All Proj Portfolio



Key
2001 Dev Cost

Region None
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Portfolio Summary Including Productivity Index, ST Revenue, LT Profit Listing (I)

All Proj
Portfolio

| Region T: Top L: Left R: Right | Franchise | Program | Project | Productivity Index (\$ millions) | Short Term Revenue (\$ millions) | Long Term Division Margin (\$ millions) | Next Year Cost (\$ millions) |
|---|-------------|----------------------|-----------------------------------|--|---|--|---------------------------------------|
| TLR | Onc | ABT-510 (TSP-1) | Solid Tumor Cancer | 3.8 | 72.0 | 1300.9 | 12.0 |
| TLR | Neuro | ABT-594 | Chronic Persistent Pain | 21.5 | 119.6 | 713.8 | 3.2 |
| TLR | Neuro | ABT-594 | Neuro Pain | 5.5 | 433.9 | 2127.1 | 17.2 |
| TLR | Onc | ABT-627 (Endothelin) | Prostate Cancer 2 Clinical Trials | 4.3 | 274.5 | 1294.6 | 42.0 |
| TLR | HIV/Trans | Kaletra | Core Program: HIV; BID; ORAL | 51.9 | 2302.7 | 2104.8 | 32.8 |
| TLR | Onc | YM 529 | Bisphosphonate Analog | 3.7 | 468.2 | 1628.8 | 15.0 |
| TR | Neuro | ABS-103/NPS-1776 | Epilepsy, Migraine, Bipolar | 3.8 | 0.0 | 2084.8 | 12.1 |
| TR | Uro/Cardio | ABT-822 (Bimoclomol) | Diabetic Neuropathy | 3.4 | 68.0 | 988.5 | 13.4 |
| TR | Neuro | ABT-963 (COX-II) | Pain and Osteo | 3.7 | 63.5 | 1086.8 | 3.0 |
| TL | Anti-Infect | ABT-773 (Ketolide) | I.V. Formulation | 5.7 | 78.5 | 393.5 | 7.5 |
| TL | Anti-Infect | Clarithromycin | Clari Market Enhancement | 97.8 | 171.5 | 250.6 | 0.4 |
| TL | Anti-Infect | Clarithromycin | Clari vs. Augmentin DRSP CAP | 51.6 | 96.7 | 71.2 | 1.0 |
| TL | Anti-Infect | Clarithromycin | Differentiation-Mucoregulatory | 34.9 | 83.2 | 47.5 | 0.6 |
| TL | Neuro | Depakote | Depakote ER Adult Mania | 14.9 | 288.0 | 253.9 | 1.3 |
| TL | Neuro | Depakote | Dose Proportionality | 38.2 | 85.0 | 38.6 | 2.0 |
| TL | Neuro | Depakote | Impulsive Aggression | 33.0 | 103.0 | 40.7 | 2.3 |
| TL | Neuro | Depakote | New Formulations | 24.1 | 130.0 | 200.1 | 2.2 |
| TL | Neuro | Depakote | Psychosis | 17.2 | 81.0 | 33.8 | 3.4 |
| TL | Uro/Cardio | Fenofibrate | Diabetic | 29.4 | 230.0 | 164.0 | 1.1 |
| TL | Uro/Cardio | Fenofibrate | Feno Statin Reformulation Combo | 5.1 | 186.0 | 374.8 | 2.1 |
| TL | Uro/Cardio | Fenofibrate | Feno Statin Reformulation RTP | 10.3 | 718.0 | 148.8 | 4.5 |
| TL | Uro/Cardio | Fenofibrate | PM Women | 57.8 | 460.0 | 328.0 | 1.5 |
| TL | HIV/Trans | Gengraf | EU Switch Study | 29.3 | 136.5 | 0.0 | 0.9 |
| TL | Neuro | Hydrocodone | RAPID Dissolve | 4.2 | 121.0 | 87.0 | 1.8 |
| TL | HIV/Trans | Kaletra | Expanded Access | 15.0 | 88.4 | 34.0 | 6.9 |
| TL | HIV/Trans | Kaletra | Knoll Reformulation | 26.5 | 85.0 | 224.8 | 2.8 |
| TL | HIV/Trans | Kaletra | Phase IV Switch | 13.0 | 72.0 | 21.7 | 6.0 |

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Portfolio Summary Including Productivity Index, ST Revenue, LT Profit Listing (II)

All Proj
Portfolio

| Region T: Top L: Left R: Right | Franchise | Program | Project | Productivity Index (\$ millions) | Short Term Revenue (\$ millions) | Long Term Division Margin (\$ millions) | Next Year Cost (\$ millions) |
|---|-------------|----------------------|---|--|---|--|---------------------------------------|
| LR | Anti-Infect | ABT-773 (Ketolide) | Tablet | 2.5 | 900.9 | 1471.2 | 87.0 |
| T | Anti-Infect | ABT-492 (Quinolone) | IV Formulation | 3.3 | 19.3 | 308.7 | 2.4 |
| T | Onc | ABT-627 (Endothelin) | Combination Bisphosphonates | 6.1 | 27.2 | 234.6 | 1.0 |
| T | Onc | ABT-627 (Endothelin) | Combination taxane | 3.0 | 7.7 | 95.9 | 1.0 |
| T | Onc | ABT-627 (Endothelin) | Early Stage Pca Patients | 4.0 | 12.3 | 531.2 | 11.0 |
| T | Onc | ABT-627 (Endothelin) | Non Prostate Cancer | 5.9 | 24.7 | 342.2 | 3.0 |
| T | Anti-Infect | Ciarthromycin | CAP Registry Counter Resistance Threa | 5.7 | 65.0 | 32.2 | 2.0 |
| T | Anti-Infect | Ciarthromycin | Clari CAP Stepdown | 15.3 | 31.0 | 13.7 | 0.9 |
| T | Anti-Infect | Ciarthromycin | Differentiation-Immunomodulatory Studie | 5.7 | 66.2 | 23.2 | 1.6 |
| T | Anti-Infect | Ciarthromycin | MECAPP | 22.0 | 50.6 | 33.1 | 1.0 |
| T | Anti-Infect | Ciarthromycin | MR Pediatric | 2.9 | 47.0 | 73.9 | 7.2 |
| T | Anti-Infect | Ciarthromycin | XL-FR/GER/SWITZ | 4.0 | 57.3 | 70.8 | 6.8 |
| T | Neuro | Depakote | 250mg Sprinkles | 4.1 | 16.0 | 13.8 | 1.8 |
| T | Neuro | Depakote | Depacon IV Acute Migraine | 11.4 | 24.0 | 28.3 | 0.8 |
| T | Neuro | Depakote | Depacon Status Epilepticus | 9.3 | 22.0 | 28.3 | 0.6 |
| T | Neuro | Depakote | Depakote DR Community Use Study in t | 6.0 | 39.0 | 19.3 | 1.0 |
| T | Neuro | Depakote | Depakote DR Neuroprotective Study | 10.4 | 23.0 | 16.6 | 0.6 |
| T | Neuro | Depakote | Depakote ER Adolescent pK Study | 33.9 | 24.0 | 21.4 | 1.6 |
| T | Neuro | Depakote | DR-ER Switch - Bipolar | 14.0 | 64.0 | 42.1 | 1.1 |
| T | Neuro | Depakote | Elderly Agitation | 4.5 | 43.0 | 28.3 | 4.8 |
| T | Neuro | Depakote | ER 250mg | 15.4 | 62.0 | 50.4 | 2.7 |
| T | Neuro | Depakote | Peds ER Patent Extn - Psychiatry | 24.0 | 0.0 | 345.0 | 0.8 |
| T | Neuro | Depakote | Poly Cystic Ovary | 59.5 | 46.0 | 30.4 | 0.4 |
| T | HIV/Trans | Gengraf | Liquid Bio Study | 32.1 | 20.0 | 0.4 | 0.3 |
| T | HIV/Trans | Gengraf | Pediatric PK | 12.1 | 9.9 | 0.0 | 0.5 |
| T | HIV/Trans | Gengraf | PREFER | 3.9 | 7.1 | 0.0 | 1.1 |
| T | HIV/Trans | Kaletra | IBHSC | 9.6 | 41.0 | 10.6 | 2.2 |

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MaxFolio Output 25-Jan-2001

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ABBT 0012494

Portfolio Summary Including Productivity Index, ST Revenue, LT Profit Listing (III)

All Proj
Portfolio

| Region T: Top L: Left R: Right | Franchise | Program | Project | Productivity Index (\$ millions) | Short Term Revenue (\$ millions) | Long Term Division Margin (\$ millions) | Next Year Cost (\$ millions) |
|---|-------------|-------------------------|--|--|---|--|---------------------------------------|
| T | HIV/Trans | Kaletra | Metabolic | 26.8 | 67.0 | 42.8 | 1.0 |
| T | HIV/Trans | Kaletra | Phase IV Sustiva Add on | 50.8 | 45.5 | 34.6 | 0.6 |
| T | HIV/Trans | Kaletra | QD Program | 8.0 | 62.0 | 25.1 | 3.7 |
| T | HIV/Trans | Kaletra | RTV Enhanced PI | 6.6 | 59.5 | 80.9 | 8.3 |
| T | HIV/Trans | Kaletra | SEC Reformulation | 6.9 | 0.0 | 36.0 | 1.0 |
| T | HIV/Trans | Kaletra | Special Patient Populations | 15.5 | 27.6 | 27.3 | 1.5 |
| T | HIV/Trans | Ritonovir | M96-462 | 12.4 | 17.3 | 3.9 | 0.9 |
| T | HIV/Trans | Ritonovir | New Improved Formulation | 3.2 | 24.8 | 19.1 | 2.6 |
| T | HIV/Trans | Ritonovir | NICE | 3.1 | 4.0 | 0.0 | 1.0 |
| T | Onc | TSP-2 | Solid Tumor Cancer | 3.3 | 0.0 | 563.5 | 0.0 |
| R | Onc | ABT-518 (MMPi) | Solid Tumor Cancer | 1.0 | 21.6 | 707.6 | 9.0 |
| R | Onc | ABT-751 (Anti-Mitotic) | Solid Tumor Cancer | 2.1 | 46.6 | 771.6 | 10.0 |
| R | Onc | ABT-828 (K5) | Solid Tumor Cancer | 1.2 | 0.0 | 806.9 | 8.8 |
| L | Anti-Infect | ABT-492 (Quinolone) | Tablet | 0.4 | 83.9 | 648.3 | 23.5 |
| None | Neuro | ABT-089 (ADHD) | Attention Deficit Hyperactivity Disorder | 0.3 | 0.0 | 385.8 | 7.0 |
| None | Anti-Infect | ABT-492 (Quinolone) | Japan Registration | 1.4 | 0.0 | 137.4 | 0.5 |
| None | Anti-Infect | ABT-492 (Quinolone) | Reduced Ph III Risk | 0.4 | 70.4 | 581.1 | 32.4 |
| None | Uro/Cardio | ABT-598 (KCO) | KCO Base Program | 1.1 | 0.0 | 83.4 | 4.5 |
| None | Anti-Infect | ABT-677 (Neuraminidase) | Neuraminidase | -1.0 | 0.0 | -133.5 | 37.2 |
| None | Anti-Infect | ABT-773 (Ketolide) | Japan Registration | 0.4 | 46.0 | 206.8 | 4.0 |
| None | Anti-Infect | Clarithromycin | Clari Phase IV Commitments | -1.0 | 0.0 | 0.0 | 0.5 |
| None | Anti-Infect | Clarithromycin | MR 1000mg Formulation | 0.5 | 18.3 | 14.0 | 3.2 |
| None | Anti-Infect | Clarithromycin | Pertussis Prophylaxis | 1.4 | 3.1 | 1.3 | 0.3 |
| None | Neuro | Depakote | Base Program | -1.0 | 0.0 | 0.0 | 8.9 |
| None | Uro/Cardio | Fenofibrate | Feno Base Program | -1.0 | 0.0 | -6.0 | 1.6 |
| None | Uro/Cardio | Fenofibrate | Feno Post MI | -29.6 | 4.7 | -49.2 | 1.0 |
| None | Onc | FTI | Solid Tumor Cancer | 0.1 | 0.0 | 338.2 | 4.1 |

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MaxFolio Output 25-Jan-2001

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ABBT 0012495

Portfolio Summary Including Productivity Index, ST Revenue, LT Profit Listing (IV)

All Proj
Portfolio

| Region T: Top L: Left R: Right | Franchise | Program | Project | Productivity Index (\$ millions) | Short Term Revenue (\$ millions) | Long Term Division Margin (\$ millions) | Next Year Cost (\$ millions) |
|---|-------------|-------------|--------------------------------|--|---|--|---------------------------------------|
| None | Neuro | Hydrocodone | Controlled Release | 0.8 | 19.3 | 155.1 | 2.2 |
| None | HIV/Trans | Kaletra | Salvage AV | 2.3 | 41.0 | 15.7 | 2.8 |
| None | Anti-Infect | Omnicef | AECB | -0.1 | 26.0 | 16.2 | 4.4 |
| None | Anti-Infect | Omnicef | Otitis Media | 0.8 | 63.0 | 39.2 | 5.0 |
| None | Anti-Infect | Omnicef | Pharyngitis | -0.5 | 17.0 | 10.8 | 5.8 |
| None | HIV/Trans | Pitonovir | ERICA | 1.9 | 12.7 | 5.6 | 1.2 |
| None | HIV/Trans | Pitonovir | Ritonovir Phase IV Commitments | -1.0 | 0.0 | 0.0 | 2.0 |

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**Summary of Success Probabilities by Project and Franchise
Portfolio Analysis (March 2001)**

| Liz, Tim, Steve | Project Name | Phase Designation | Success Probabilities 4/6/01 | | | | | Old value in 4/3/01 run |
|-----------------|--|-------------------|------------------------------|------|-------|------------|--------|-------------------------|
| | | | Preclinical | Ph I | Ph II | Ph III/Reg | Launch | |
| | Abbott and Industry Average | | | | | | | |
| | Abbott (historical) | | 68% | 57% | 56% | 67% | 15% | |
| | CMRI | | 50% | 75% | 51% | 65% | 12% | |
| | Analgesia | | | | | | | |
| | ABT-594 Neuropathic Pain | 2 | 100% | 100% | 45% | 70% | 32% | |
| | ABT-594 Chronic Persistent Pain (publ.) | 2 | 100% | 100% | 50% | 32% | 16% | |
| | ABT-963 Pain & OA | 1 | 100% | 87% | 65% | 65% | 37% | 33% |
| | Dilaudid IR & CR - EU & Canada | 4 | 100% | 100% | 100% | 90% | 90% | |
| | Ibuprofen/Hydrocodone CR | 4 | 100% | 75% | 56% | 80% | 34% | |
| | Ibuprofen/Hydrocodone RAPID Dissolve | 4 | 100% | 100% | 100% | 67% | 67% | |
| | Dilaudid CR U.S. only [DELETE] | | 0% | 0% | 0% | 0% | 0% | 81% |
| | Anti-Bacterial | | | | | | | |
| | ABT-492 Tablet | 1 | 100% | 80% | 80% | 77% | 49% | 48% |
| | ABT-492 IV Form [DOUBLE CHECK] | 1 | 100% | 60% | 64% | 85% | 33% | 33% |
| | ABT-492 Japan Registration | 1 | 100% | 80% | 80% | 81% | 52% | 54% |
| | ABT-677 | 0 | 75% | 75% | 70% | 80% | 32% | 21% |
| | ABT-773 Tablet | 3 | 100% | 100% | 100% | 72% | 72% | |
| | ABT-773 IV Form | 1 | 100% | 100% | 50% | 75% | 38% | |
| | ABT-773 Japan Registration | 1 | 100% | 65% | 100% | 58% | 38% | 39% |
| | Clarithromycin Pert Proph [DELETE] | | 0% | 0% | 0% | 0% | 0% | 95% |
| | Clarithromycin Diff-Immunomod | 4 | 100% | 100% | 100% | 80% | 80% | |
| | Clarithromycin Counter Resistance | 4 | 100% | 100% | 100% | 80% | 80% | |
| | Clarithromycin Clari CAP Stepdown | 4 | 100% | 100% | 100% | 85% | 85% | |
| | Clarithromycin Market Enhancement | 4 | 100% | 100% | 100% | 90% | 90% | |
| | Clarithromycin Diff-Mucoreg | 4 | 100% | 100% | 100% | 80% | 80% | |
| | Clarithromycin XL-FR/GER/SWITZ | 4 | 100% | 100% | 100% | 80% | 80% | |
| | Clarithromycin MR Peds | 4 | 100% | 100% | 100% | 32% | 32% | |
| | Clarithromycin MR 1000mg | 4 | 100% | 100% | 100% | 50% | 50% | |
| | Clarithromycin DRSP CAP | 4 | 100% | 100% | 100% | 50% | 50% | |
| | Clarithromycin MECAPP | 4 | 100% | 100% | 100% | 80% | 80% | |
| | Clarithromycin Clari Ph IV Commit | 4 | 100% | 100% | 100% | 100% | 100% | |
| | Omnicef Otitis Media | 4 | 100% | 100% | 100% | 72% | 72% | |
| | Omnicef AECB | 4 | 100% | 100% | 100% | 80% | 80% | |
| | Omnicef Pharyngitis | 4 | 100% | 100% | 100% | 72% | 72% | |
| | Anti-Virals | | | | | | | |
| | Kaletra QD | 3 | 100% | 100% | 100% | 77% | 77% | |
| | Kaletra Ph IV PLATO | 4 | 100% | 100% | 100% | 90% | 90% | |
| | Kaletra Ph IV Sustiva | 4 | 100% | 100% | 100% | 90% | 90% | |
| | Kaletra SEC Reform | 3 | 100% | 100% | 100% | 85% | 85% | |
| | Kaletra Knoll Reform | 3 | 100% | 100% | 100% | 50% | 50% | |
| | Kaletra Expanded Access | 3 | 100% | 100% | 100% | 95% | 95% | |
| | Kaletra RTV | 3 | 100% | 100% | 100% | 78% | 78% | |
| | Kaletra Metab | 4 | 100% | 100% | 100% | 80% | 80% | |
| | Kaletra IBHSC | 3 | 100% | 100% | 100% | 95% | 95% | |
| | Kaletra Special Patient Populations | 4 | 100% | 100% | 100% | 90% | 90% | |
| | Kaletra Salvage AV | 4 | 100% | 100% | 100% | 73% | 73% | |
| | Kaletra Core Program | 3 | 100% | 100% | 100% | 95% | 95% | |
| | Ritonavir New Form | 4 | 100% | 100% | 100% | 77% | 77% | |
| | Ritonavir NICE | 4 | 100% | 100% | 100% | 100% | 100% | |
| | Ritonavir M96-462 | 4 | 100% | 100% | 100% | 90% | 90% | |
| | Ritonavir Ph IV Commit | 4 | 100% | 100% | 100% | 100% | 100% | |
| | Cardiology | | | | | | | |
| | Darusentan - Resistant Hypertension EU [DELETE AND REPLACE WITH PROJECT BELOW] | | 0% | 0% | 0% | 0% | 0% | 72% |
| | Darusentan - Resistant HTN & CHF (US & EU) [REPLACES Darusentan project above] | 2 | 100% | 100% | 60% | 31% | 19% | |

4/20/01

Sorted by Program/Project within Franchise

1

**Summary of Success Probabilities by Project and Franchise
Portfolio Analysis (March 2001)**

| Liz, Tim, Steve | Project Name | Phase Designation | Success Probabilities 4/6/01 | | | | | Old value in 4/3/01 run |
|-----------------|--|-------------------|------------------------------|------|-------|------------|--------|-------------------------|
| | | | Preclinical | Ph I | Ph II | Ph III/Reg | Launch | |
| | Darusentan - CHF (US&EU) + Res. HTN (US) [DELETE AND REPLACE WITH PROJECT BELOW] | | 0% | 0% | 0% | 0% | 0% | 29% |
| | Darusentan-CHF (US & EU) [REPLACES Darusentan project above] | 2 | 100% | 100% | 60% | 48% | 29% | |
| | RTP Fenofibrate Formulation [NEW NAME] | 4 | 100% | 100% | 100% | 75% | 75% | |
| | Fenofibrate Diabetic | 4 | 100% | 100% | 100% | 80% | 80% | |
| | Fenofibrate PM Women | 4 | 100% | 100% | 100% | 80% | 80% | |
| | Fenofibrate Post MI | 4 | 100% | 100% | 100% | 50% | 50% | |
| | Fenofibrate Ph. IV Commit | 4 | 100% | 100% | 100% | 100% | 100% | 95% |
| | Propafenone SR | 4 | 100% | 100% | 100% | 85% | 85% | |
| | Trandolapril Patch | 4 | 100% | 75% | 100% | 72% | 54% | |
| | Gastroenterology | | | | | | | |
| | AU224 IBS | 1 | 100% | 57% | 40% | 50% | 11% | 25% |
| | AU224 CRC | 1 | 100% | 57% | 56% | 67% | 21% | 25% |
| | Ganaton Gastric Dysmotility | 2 | 100% | 50% | 50% | 50% | 13% | 48% |
| | Immunoscience/Inflammatory Diseases | | | | | | | |
| | D2E7 RA | 3 | 100% | 100% | 100% | 75% | 75% | |
| | Gengraf EU Switch | 4 | 100% | 100% | 100% | 98% | 98% | |
| | Gengraf PREFER | 4 | 100% | 100% | 100% | 95% | 95% | |
| | Gengraf Peds PK | 4 | 100% | 100% | 100% | 75% | 75% | |
| | Gengraf Liquid Bio | 4 | 100% | 100% | 100% | 90% | 90% | |
| | Hokunalin Tape (NCE) | 0 | 100% | 85% | 70% | 68% | 40% | |
| | J695 RA | 2 | 100% | 100% | 50% | 63% | 32% | |
| | J695 MS | 2 | 100% | 100% | 40% | 63% | 25% | |
| | J695 Crohns Disease | 2 | 100% | 100% | 20% | 95% | 19% | |
| | SEGARD Sepsis | 3 | 100% | 100% | 100% | 60% | 60% | 60% |
| | SEGARD Sepsis - US Reg. | 3 | 100% | 100% | 100% | 54% | 54% | |
| | Metabolic Diseases | | | | | | | |
| | ABT-822 Diab. Neuro. | 2 | 100% | 100% | 10% | 55% | 6% | |
| | Sibutramine EU Reg Commitment. We suggest using this name in place of "LT Outcomes Study?" | 4 | 100% | 100% | 100% | 100% | 100% | |
| | Sibutramine Juvenile Obesity | 4 | 100% | 100% | 100% | 60% | 60% | |
| | Sibutramine Binge Eating & Bulimia | 4 | 100% | 100% | 70% | 64% | 45% | |
| | Sibutramine Japan Registration | 4 | 100% | 100% | 95% | 72% | 68% | |
| | T3/T4 Hypothyroidism | 0 | 75% | 80% | 100% | 72% | 43% | |
| | Neuro-Psychiatry | | | | | | | |
| | ABT-089 ADHD | 1 | 100% | 75% | 40% | 52% | 16% | 18% |
| | ABS103/NPS1776 [DELETE AND RE-CLASS IN DDC BUCKET] | | 0% | 0% | 0% | 0% | 0% | |
| | Depakote Elder Ag | 4 | 100% | 100% | 100% | 75% | 75% | |
| | Depakote Imp Agg | 4 | 100% | 100% | 100% | 65% | 65% | |
| | Depakote Psychosis | 4 | 100% | 100% | 100% | 50% | 50% | |
| | Depakote Dose Prop | 4 | 100% | 100% | 100% | 90% | 90% | |
| | Depakote Peds Patent Ext | 4 | 100% | 100% | 100% | 95% | 95% | |
| | Depacon Migraine | 4 | 100% | 100% | 100% | 75% | 75% | |
| | Depakote PCO | 4 | 100% | 100% | 100% | 95% | 95% | |
| | Depakote DR-ER Switch | 4 | 100% | 100% | 100% | 95% | 95% | |
| | Depacon Status Epil | 4 | 100% | 100% | 100% | 50% | 50% | |
| | Depakote ER 250mg | 4 | 100% | 100% | 100% | 90% | 90% | |
| | Depakote ER 100mg [NEW ENTRY] | 4 | 100% | 100% | 100% | 90% | 90% | |
| | Depakote New Form | 4 | 100% | 100% | 100% | 80% | 80% | |
| | Depakote 250 mg Sp | 4 | 100% | 100% | 100% | 90% | 90% | |
| | Depakote ER Adol pk | 4 | 100% | 100% | 100% | 99% | 99% | |
| | Depakote DR Neuro | 4 | 100% | 100% | 100% | 50% | 50% | |
| | Depakote DR Comm Use | 4 | 100% | 100% | 100% | 100% | 100% | |
| | Depakote Dep ER Adult Mania | 4 | 100% | 100% | 100% | 75% | 75% | |

4/20/01

Sorted by Program/Project within Franchise

2

**Summary of Success Probabilities by Project and Franchise
Portfolio Analysis (March 2001)**

| Liz, Tim, Steve Project Name | Phase Designation | Success Probabilities 4/6/01 | | | | | Old value in 4/3/01 run |
|---------------------------------|----------------------|------------------------------|------|-------|------------|--------|-------------------------------|
| | | Preclinical | Ph I | Ph II | Ph III/Reg | Launch | |
| Depakote Base | 4 | 100% | 100% | 100% | 100% | 100% | |
| BSF-190656 [NEW ADDITION] | 2 | 100% | 100% | 40% | 63% | 25% | |
| BSF-201640 [NEW ADDITION] | 2 | 100% | 100% | 30% | 63% | 19% | |
| <u>Oncology</u> | | | | | | | |
| ABT-627 Pca | 3 | 100% | 100% | 100% | 75% | 75% | 23% |
| ABT-627 Combo Taxane | 3 | 100% | 100% | 100% | 70% | 70% | |
| ABT-627 Early Pca | 3 | 100% | 100% | 100% | 55% | 55% | |
| ABT-627 Combo Bisphosphonates | 3 | 100% | 100% | 100% | 50% | 50% | |
| ABT-627 Non Prostate Cancers | 2 | 100% | 100% | 65% | 50% | 33% | |
| ABT-751 | 1 | 100% | 80% | 60% | 55% | 26% | |
| ABT-510 | 1 | 100% | 80% | 60% | 60% | 29% | |
| ABT-828 | 0 | 90% | 75% | 50% | 60% | 20% | |
| ABT-518 | 1 | 100% | 50% | 50% | 50% | 13% | |
| <u>Thrombosis</u> | | | | | | | |
| Clivarine Hemodialysis | 4 | 100% | 100% | 100% | 90% | 90% | 21% |
| Clivarine Cardiology | 4 | 100% | 100% | 100% | 65% | 65% | |
| Clivarine Oral Formulation | 4 | 90% | 80% | 51% | 65% | 24% | |
| PEG Hirudin Hemodialysis | 2 | 100% | 100% | 65% | 65% | 42% | |
| <u>Urology</u> | | | | | | | |
| ABT-598 | 0 | 80% | 57% | 56% | 67% | 17% | |
| BSF-420627 [NEW ADDITION] | 1 | 100% | 75% | 30% | 49% | 11% | |
| TOTAL PROJECTS | 108 | | | | | | |

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Sorted by Program/Project within Franchise

3

Portfolio Analysis of 2001 Abbott Global Pharmaceutical Development Assets

April 20, 2001

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ABBT 0013874

4/20/01

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1

Contents

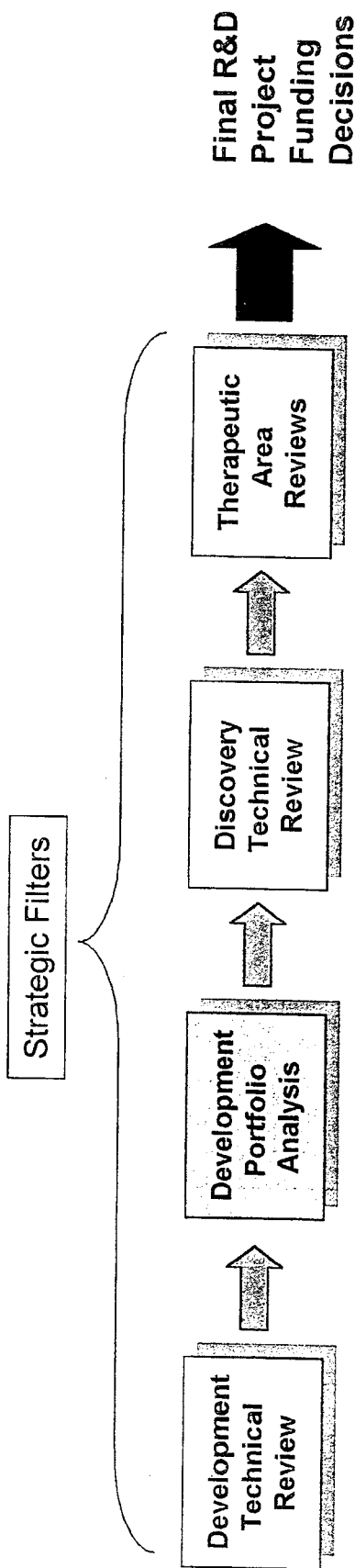
- Introduction
- Portfolio Analysis Process and Database Content
- Abbott Global Pharmaceutical Development Asset Pool Characterization
- Analysis of Potential Development Portfolios – Issues and Trade-offs

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ABBT 0013875

4/20/01

Today's meeting is only one component of the process to arrive at final 2001 Global Pharmaceutical R&D project funding decisions.



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ABBT 0013876

4/20/01

Objectives of today's meeting.

- Understand the total Abbott global pharmaceutical asset base with regard to value creation potential, uncertainty profile, phase mix, etc.
- Understand various trade-offs of different funding scenarios with respect to potential value creation, asset utilization, budget implications, etc.
- Provide strategic perspective for final development budget prioritization decisions in early May.
- It is not an objective to recommend one particular funding scenario or decide which projects to fund or not fund.

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ABBT 0013877

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Process/Database

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ABBT 0013878

Portfolio Analysis Process and Database Content

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ABBT 0013879

Assets included in this analysis.

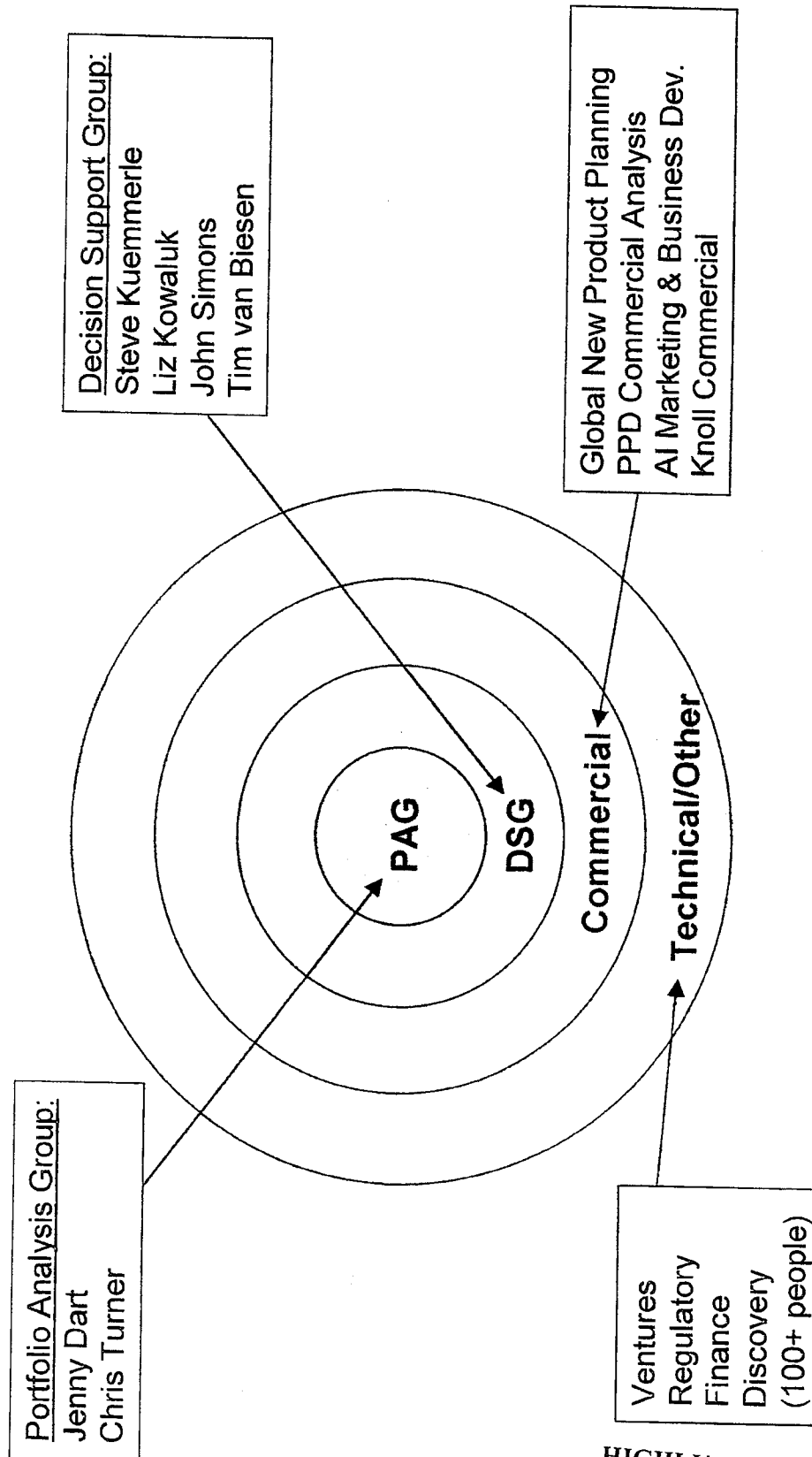
- Included:
 - PPD pharmaceutical assets: Post-DDC - Phase IV
 - Knoll development projects:
- Not included:
 - HPD pharmaceutical assets
 - AI-specific pharmaceutical assets (Uprima)
 - Knoll Phase IV projects previously included in Knoll's promotional budget.
 - Discovery pre-DDC assets

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ABBT 0013880

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Many organizations contributed to this process.



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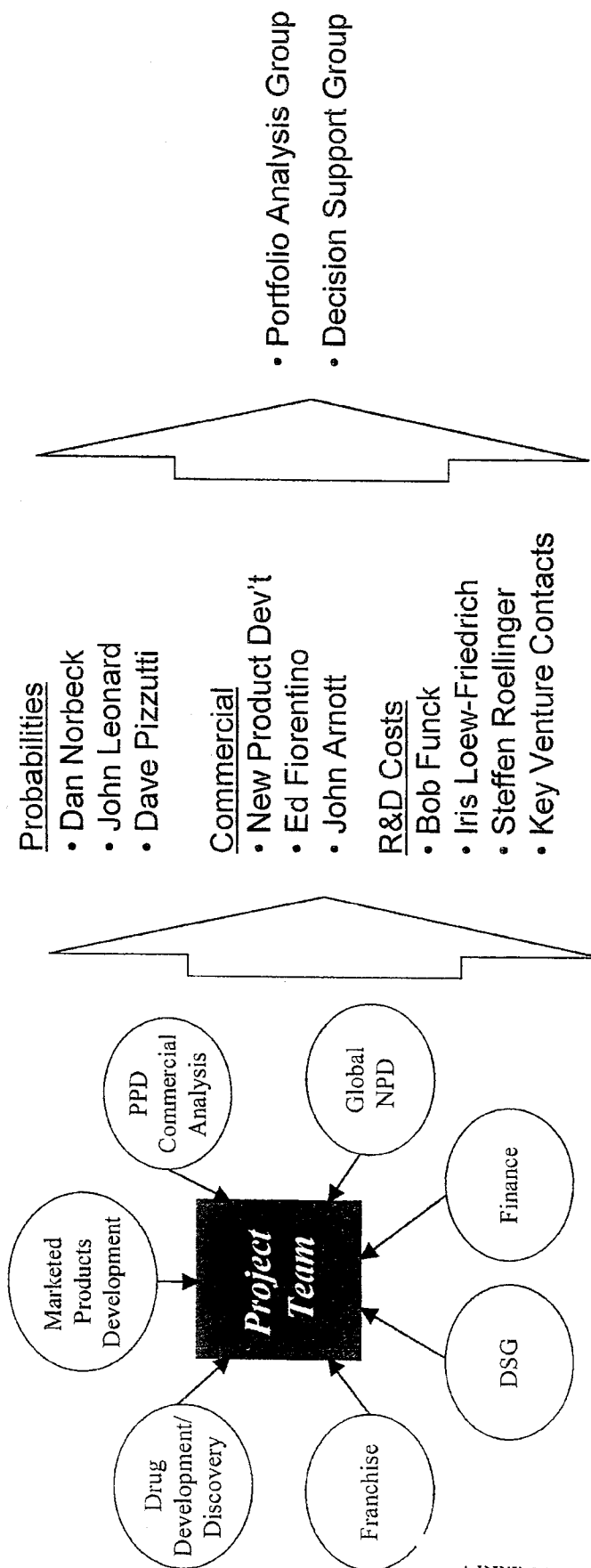
ABBT 0013881

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Overall data generation, review and analysis process.

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Data Generation & Team Review Senior Management Review Data Analysis & Synthesis



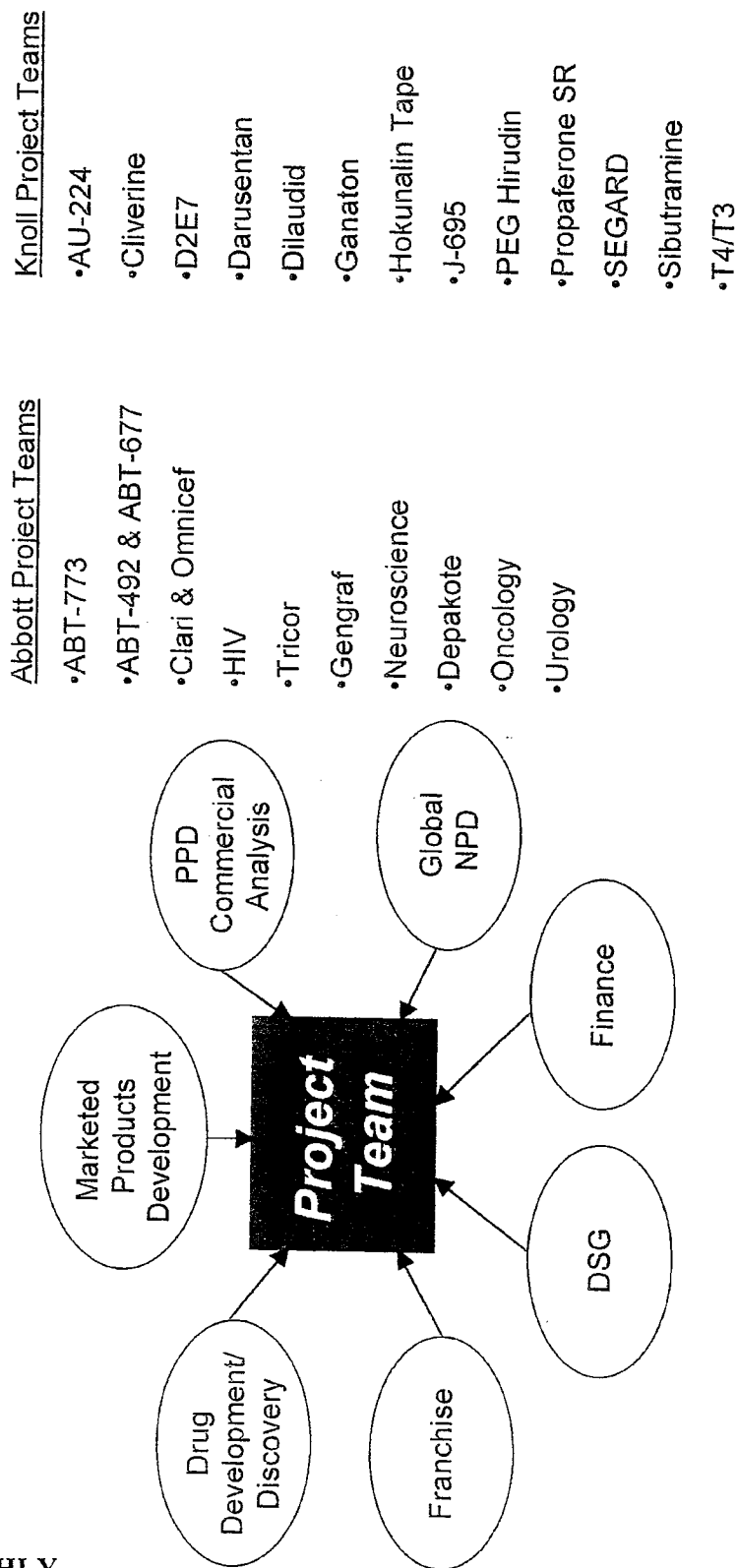
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ABBT 0013882

The project teams were global and cross-functional.

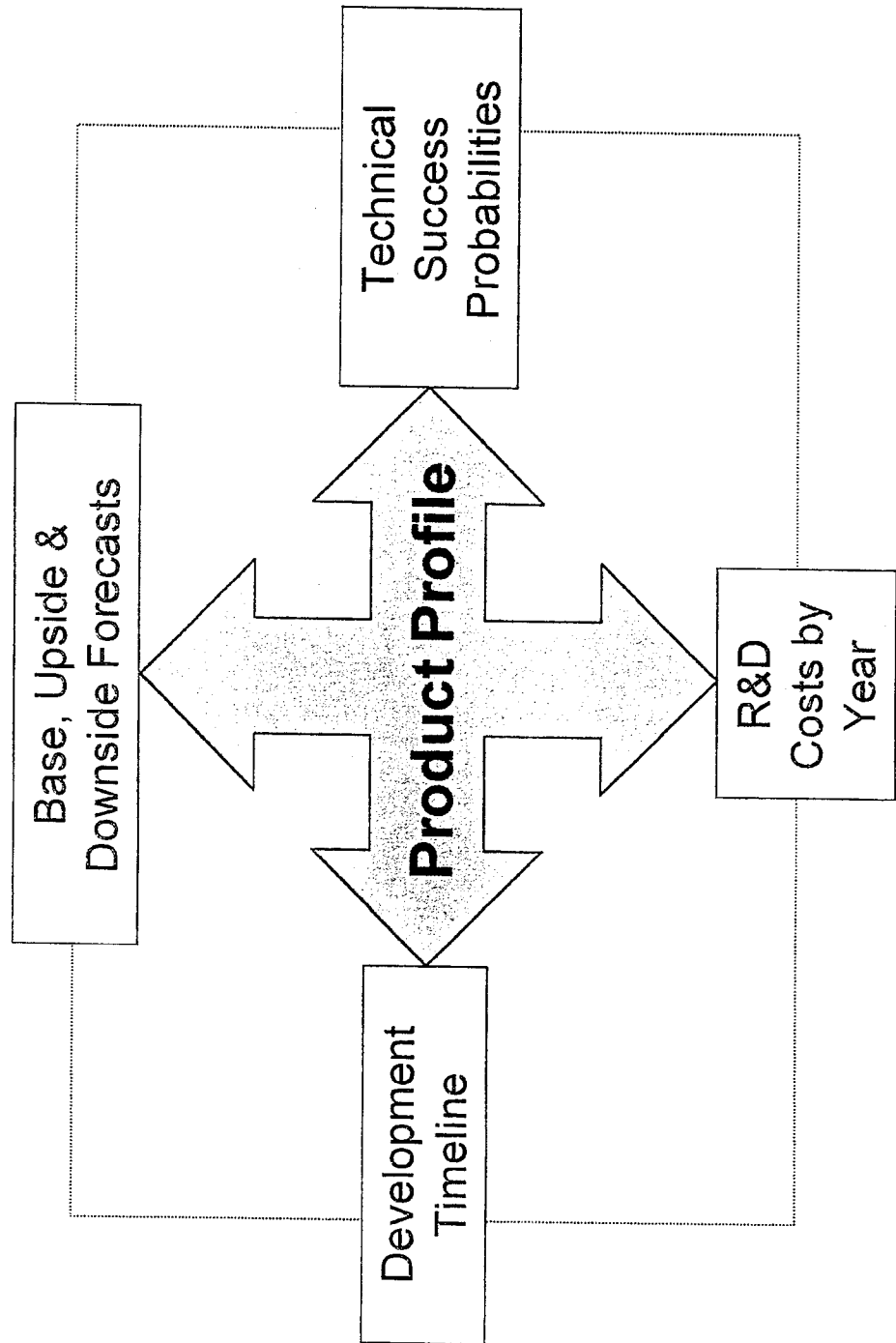
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The project team is designed to bring together people across multiple functions to ensure that the assumptions underlying the forecasts and technical success probabilities are representative of the collective knowledge of the organization.

4/20/01

The product profile assumptions are the foundation for all project data contained in the database.



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ABBT 0013884

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We use decision analysis methods to value R&D assets.

- Allows for the incorporation of uncertainty in asset valuation.
- Provides a common language for comparing relative value between R&D assets.
- Provides a quantitative method for evaluating the relative values and trade-offs between various portfolio options.

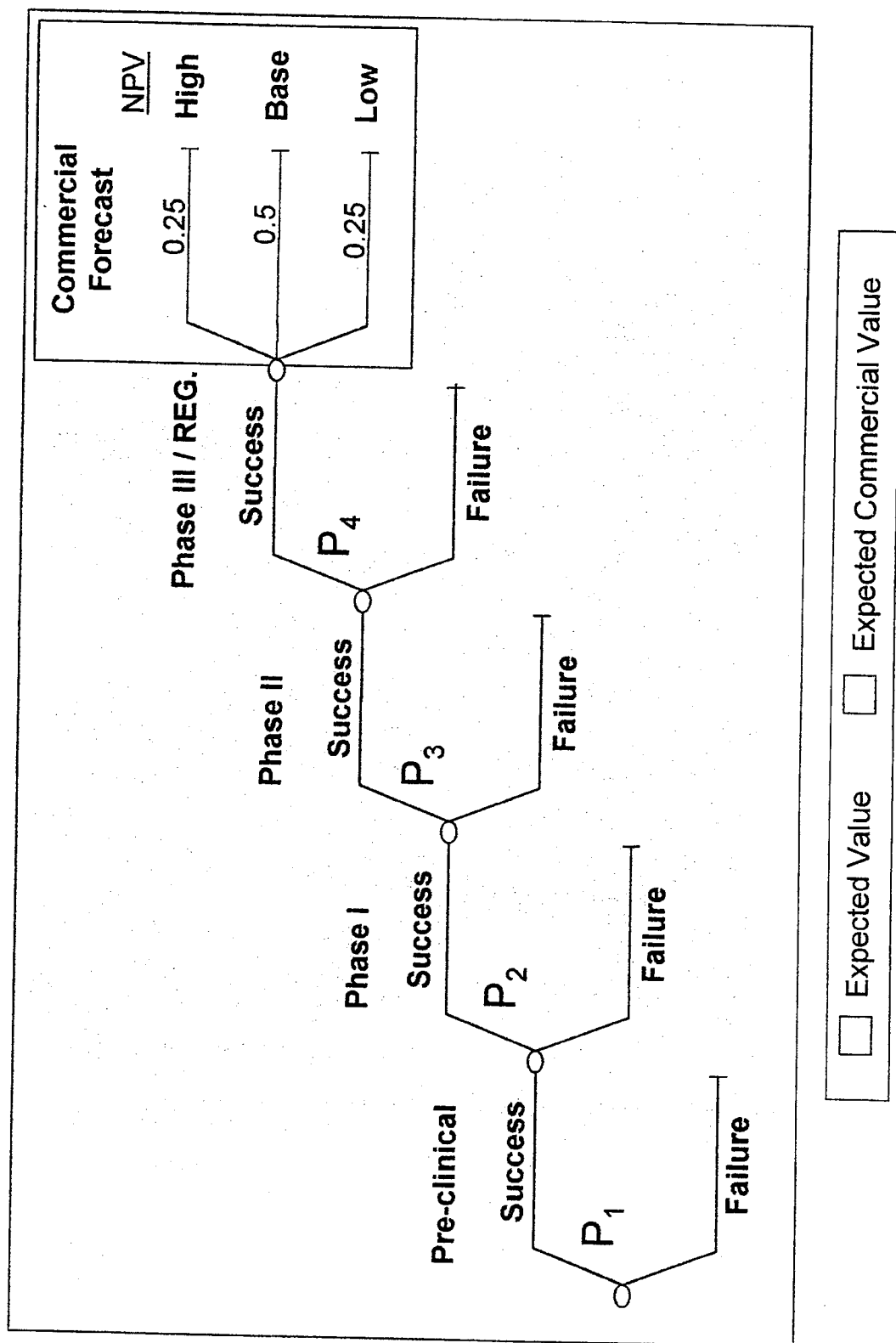
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The calculation of expected value in the portfolio analysis model incorporates both technical and commercial uncertainty.



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Key definitions - project value measures.

- Expected Value (EV):
 - Risk adjusted Net Present Value (NPV) of a project
 - Incorporates base, upside and downside division margin projections
 - Incorporates technical risk by phase
 - NPV Division Margin calculated on years 2001-2015
 - Discount rate = 12.5%
- Expected Commercial Value (ECV):
 - Probability-weighted average of base, upside and downside division margins.
- Productivity Index (PI):
 - Ratio of Expected Value to Expected R&D cost
 - “Bang for the Buck”

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Asset Pool Char.

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ABBT 0013888

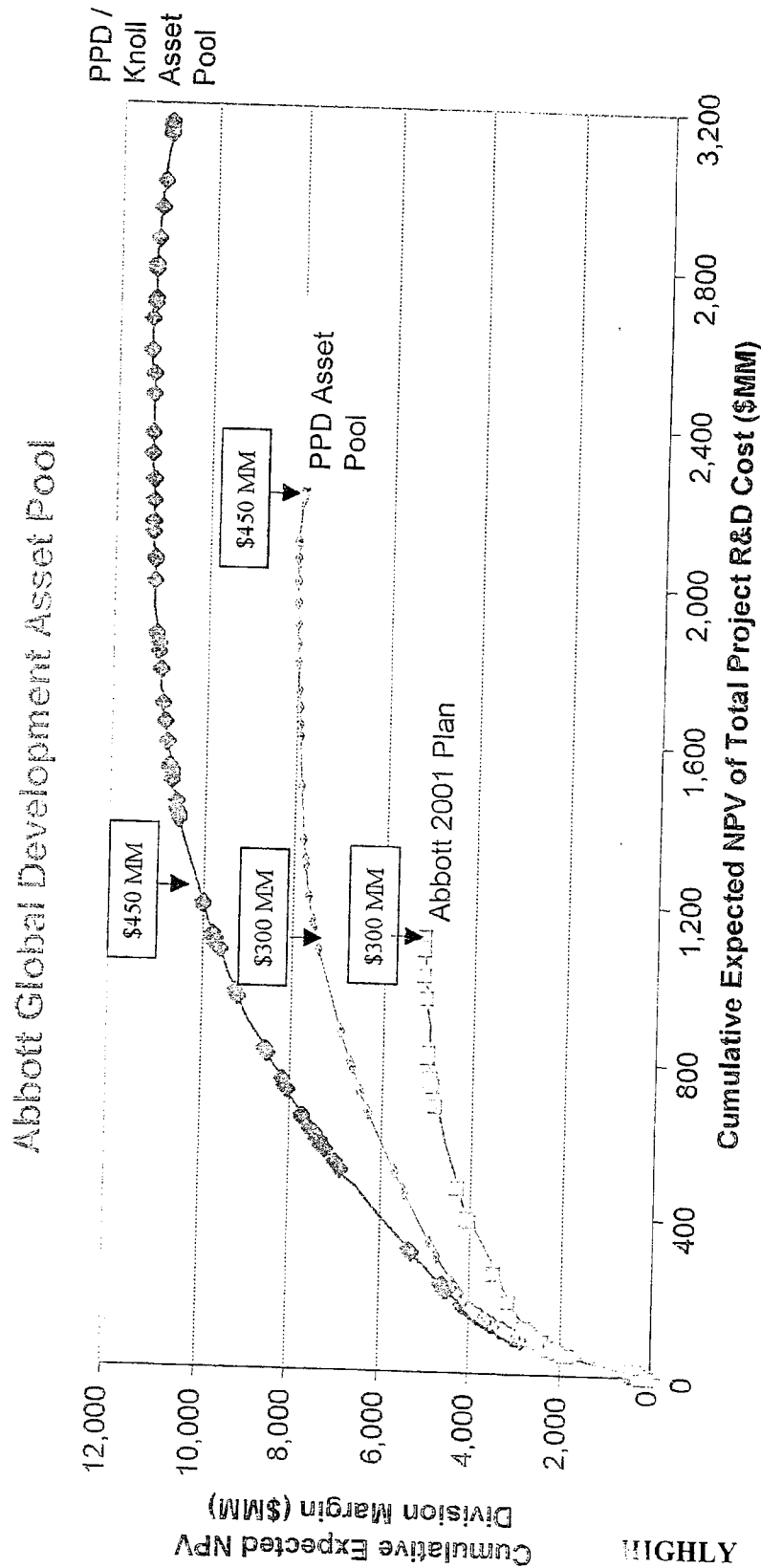
***Abbott Global Pharmaceutical
Development Asset Pool
Characterization***

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The Knoll acquisition has significantly improved the potential productivity of Abbott R&D investments



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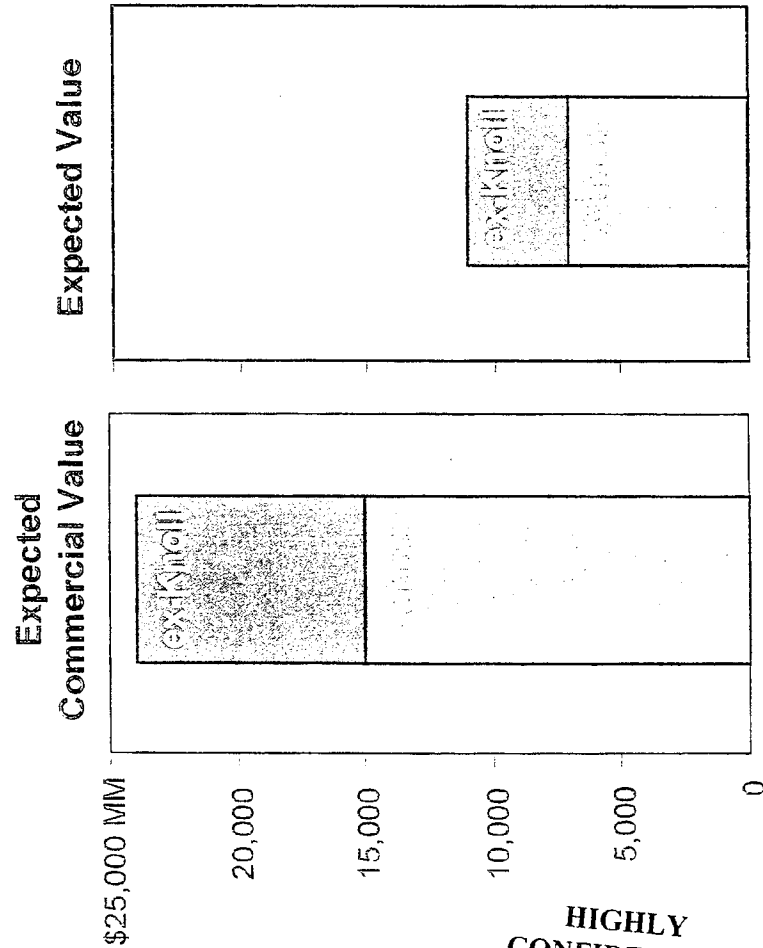
ABBT 0013890

\$MM Indicates 2001 Development Expense

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PART 3

The development asset pool has an expected value of \$11B, and an expected commercial value as high as \$24B if all projects are successful.



- Knoll-originated programs contribute 36% of the value, on both an expected value and potential expected commercial value basis.
- The overall risk profiles of Abbott- and Knoll-originated asset bases are similar.
- 2001 R&D funding requests: \$720MM
 - Abbott-originated: \$450MM (63%)
 - Knoll-originated: \$270MM (37%)

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ABBV 0013891

The value of Abbott and Knoll contributions to the total development asset pool differ by current phase of development.

Expected Commercial Value (if successful)

| | Depakote | Sibutr. | Clari | Feno. | Cliv. | Propaf. | Hydr. | Dil. | Omni | |
|-----------|----------|----------|--------|-----------|--------|---------|--------|--------|------|--------------|
| | Kaletra | | | | | | flu. | | | |
| Ph. IV | | | | | | | | | | Abbott Knoll |
| Ph. III | D2E7 | 627 | SEGARD | 773 | 822 | | | | | \$847 MM |
| Ph. II | 594 | PEG Hir. | J695 | Ganaton | Darus. | 190555 | 201640 | | | \$529 MM |
| Ph. I | 963 | 510 | AU224 | 518 | 751 | 492 | 089 | 420627 | | \$411 MM |
| Pre-Clin. | 828 | 598 | T4/T3 | Hok. Tape | 677 | | | | | \$315 MM |

Area of bubble = expected commercial value.

Circle size proportional to Expected Commercial Value (\$MM) of an asset with \$450 MM peak year sales in each respective development phase

Factoring in technical and regulatory success probabilities does not significantly change the relative value contributions.

Expected Value

| | Depakote | Sibutr. | Clari | Feno. | Cliv. | Propaf. | Hydr. | Dil. | Omni |
|-----------|----------|----------|--------|-----------|--------|---------|--------|--------|------|
| | Kaletra | | | | | | flu. | | |
| Ph. IV | | | | | | | | | |
| Ph. III | D2E7 | 627 | SEGARD | 773 | 822 | | | | |
| Ph. II | 594 | PEG Hir. | J695 | Ganaton | Darus. | 190555 | 201640 | | |
| Ph. I | 963 | 510 | AU224 | 518 | 751 | 492 | 089 | 420627 | |
| Pre-Clin. | 828 | 598 | T4/T3 | Hok. Tape | 677 | | | | |

Abbot Knoll



\$533

\$147

\$50

\$18

Area of bubble = expected value.

Circle size proportional to Expected Value (\$MM) of an asset with \$450 MM peak year sales in each respective development phase

"The requested 2001 R&D funding by program, phase and origin."

[illegible]

Area of bubble = 2001 R&D cost.

Circle size proportional to 2001 R&D cost (\$MM)
of an asset with \$450 MM peak year sales in
each respective development phase.

Therapeutic areas represented in the development asset pool.

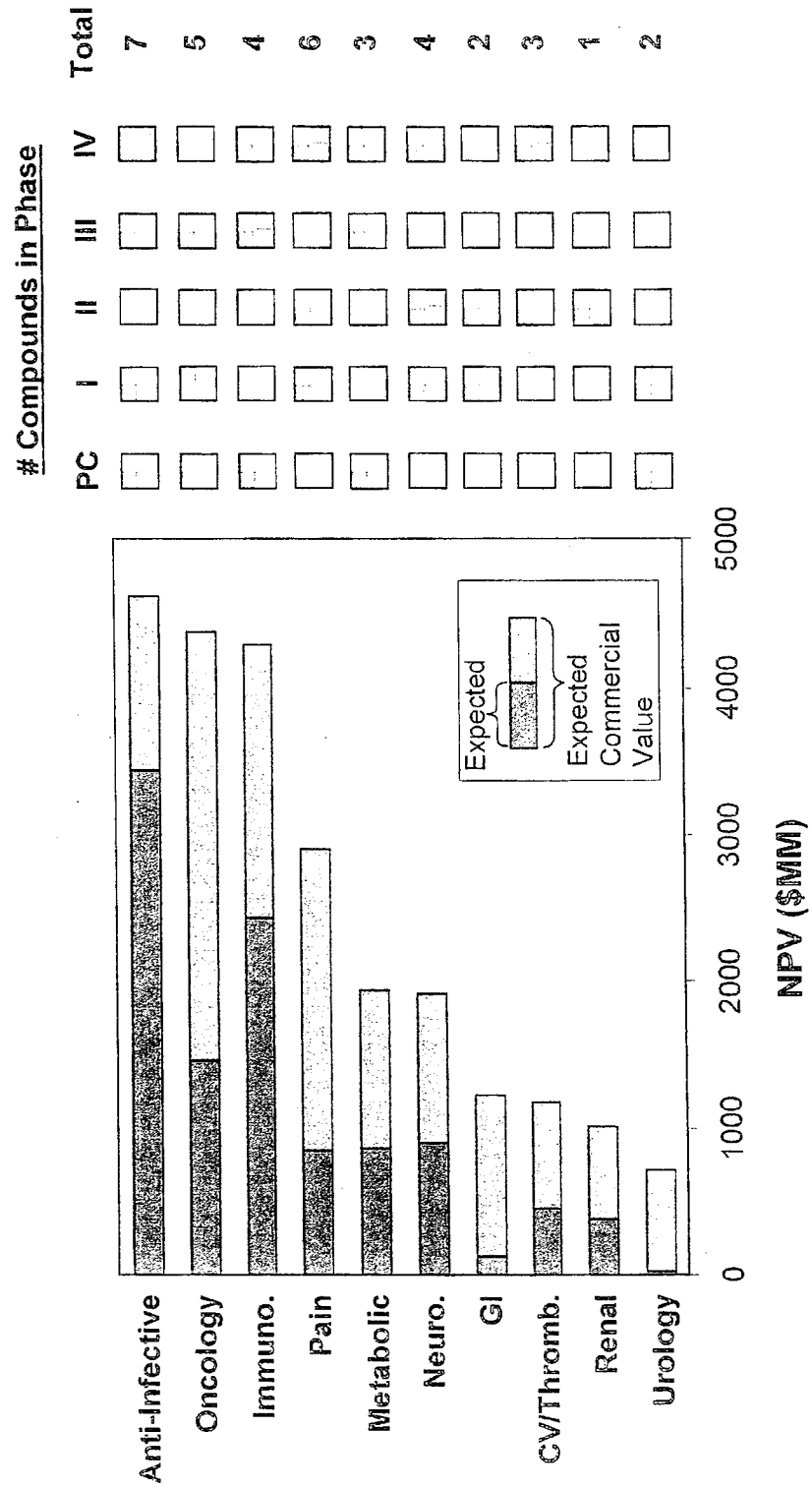
- Anti-infectives (anti-bacterials and anti-virals)
- Cardiovascular/Thrombosis
- Gastrointestinal
- Immunoscience
- Metabolic diseases (diabetes, obesity, thyroid)
- Neuroscience
- Oncology
- Pain
- Renal
- Urology

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Expected value and expected commercial value for each therapeutic area.

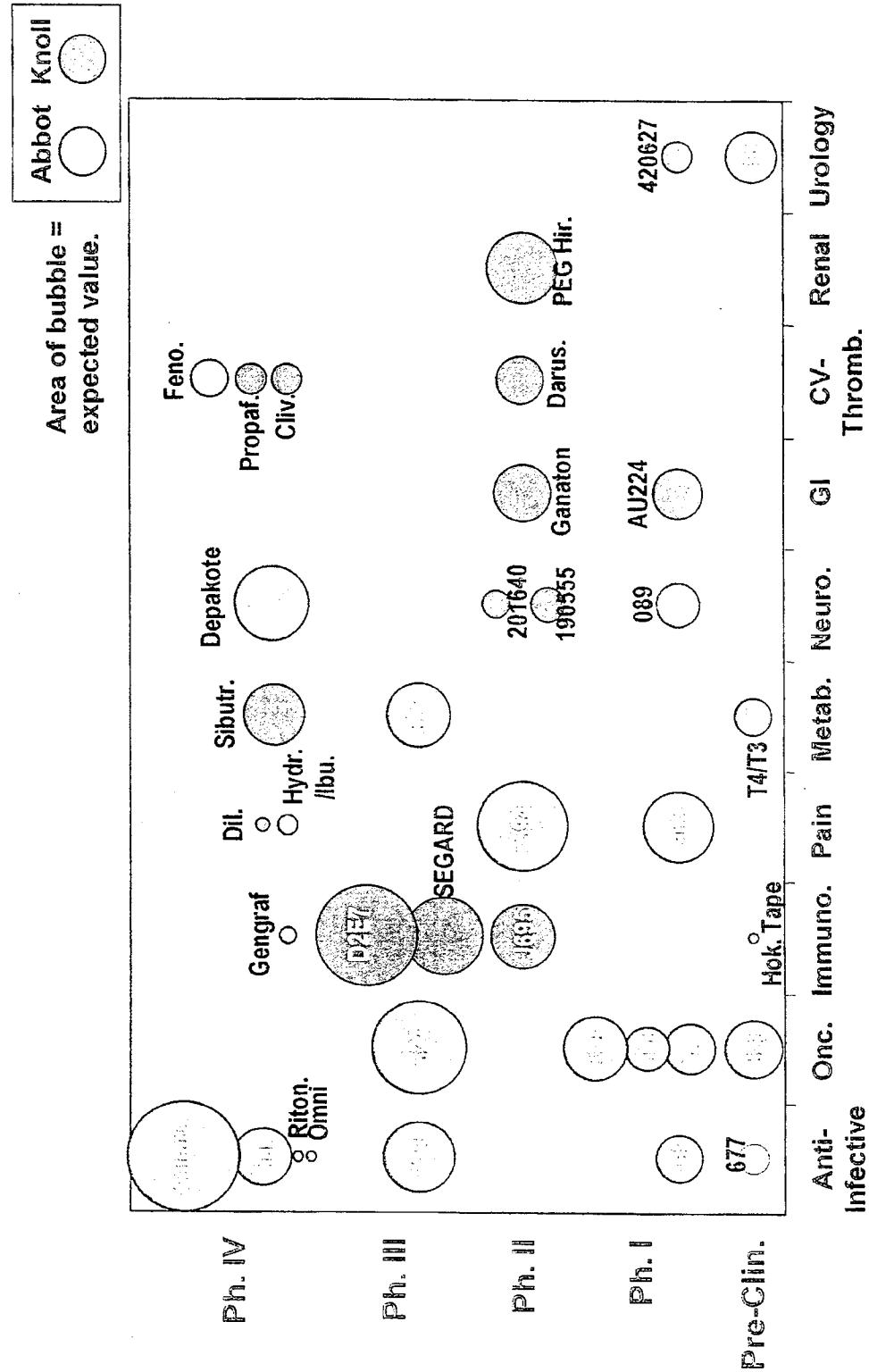


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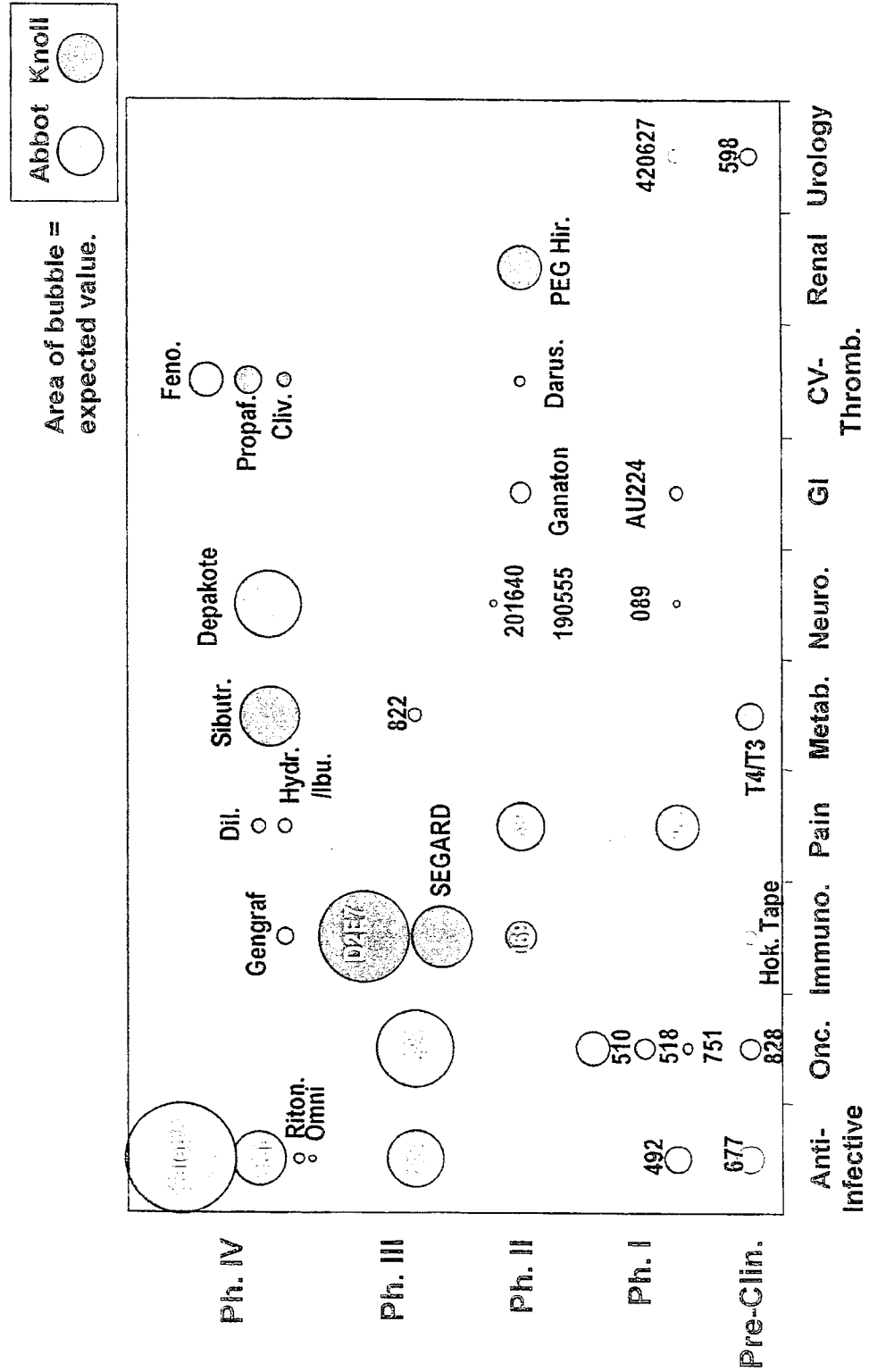
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Expected commercial value by therapeutic area and phase.



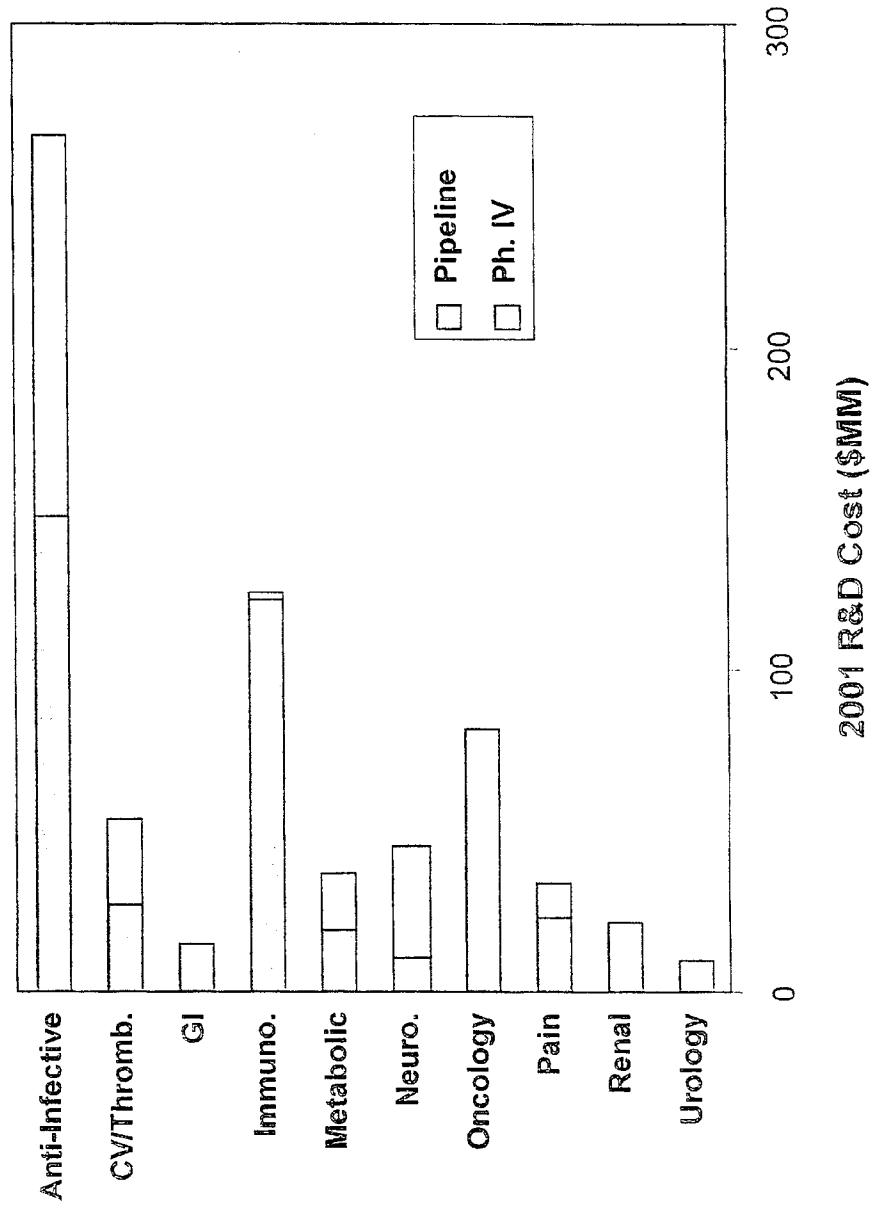
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Expected value by therapeutic area and phase.



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The 2001 R&D funding requests by therapeutic area.



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Analysis of Potential Development Portfolios – Issues and Trade-offs

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There are various ways to prioritize projects within the portfolio.

- Expected Value: Fund projects according to rank order of expected value.
- Productivity Index: Fund projects by rank order of productivity index.
- Phase Balanced Productivity: Within each phase, fund most productive projects with objective of achieving product launch consistency

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Phase Balanced Productivity prioritization balances short-term and long-term assets.

- Expected Value
 - Favors late stage development compounds
 - Selects big development projects over smaller projects
 - Doesn't ensure most productive use of R&D resources
 - Not recommended to be used for portfolio prioritization
- Productivity Index
 - Ensures most productive use of R&D resources
 - Strong bias towards Phase III & IV programs.
 - Late stage bias can result in phase mix imbalance.
 - Used only as productivity benchmark and not as primary portfolio optimization method
- Phase Balanced Productivity
 - Ensures phase mix balance with high productivity
 - Recommended methodology for portfolio selection, if feasible.

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Phase Balanced Productivity Priorization

Objective: Fund projects to achieve optimal phase mix to ensure product launch consistency over time, while maximizing overall R&D investment productivity.

“Optimal” Phase Mix: Optimal development phase mix based upon the following factors:

- Technical success probabilities
- 7 year development timeline
- Abbott historical development costs

| Optimal Phase Mix | | |
|-------------------|-----------|---------|
| Phase | Funding % | #NCE's* |
| PC | 9% | 8 |
| I | 14% | 4 |
| II | 40% | 5 |
| III | 37% | 4 |

* Based on a \$ 400MM budget (\$500MM - \$100MM Ph IV)

Funding Rules: Within each phase, fund most productive projects with objective of achieving “optimal” phase mix:

- Ph IV allocation determined and funded separately based on highest PI ranking.
- Determine relative spending by phase to achieve “optimal” phase mix.
- Allocate funds by phase based upon highest PI ranking.
- “Approved” DDC’s funded before future DDC’s

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Candidate portfolios were evaluated on the basis of multiple value measures.

- Asset utilization
 - Fraction of available NCEs funded by phase
- Expected value realized
- Phase mix
 - Allocation of development budget by phase
 - Number of projects per phase
- Product launch pattern
- Productivity index
- Therapeutic area mix
 - Allocation of development budget by therapeutic area
 - Number of projects by therapeutic area
- Expected sales
 - Short (2004), Medium (2008), and Long (2012) Term
- Future R&D cost implications

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Potential portfolios were analyzed across various total 2001 funding levels and Phase IV allocation scenarios.

- The implications of funding decisions were assessed by analyzing the impact of two key variables:
 - Size of the 2001 Development budget:
 - Range from \$500MM to \$650MM
 - Phase IV allocation:
 - Range from 15-30% of the Development budget
- These issues were not explicitly considered in this analysis:
 - Contractual obligations (e.g. Hancock)
 - Current funding status of projects (2001 plan)

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Scenario 1

- Funding Level: \$500 MM
- Ph. IV Allocation: 20%
- Phase Balanced Productivity Selection

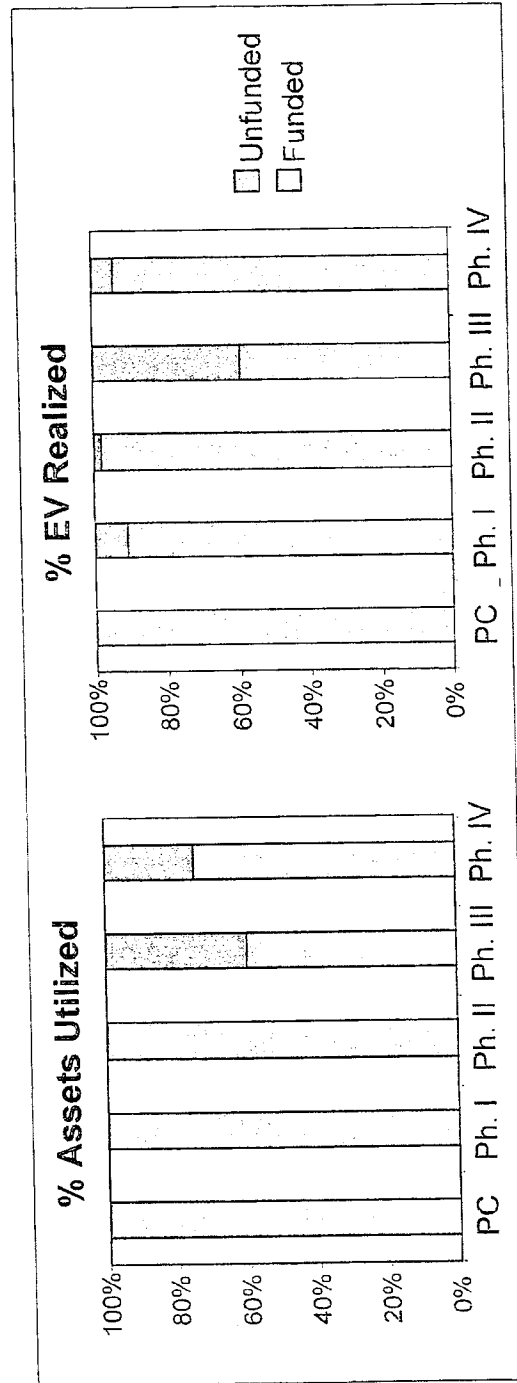
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The \$500MM phase balanced portfolio selection results in good utilization of early-phase assets, but limits the ability to fund less productive Ph. III assets.



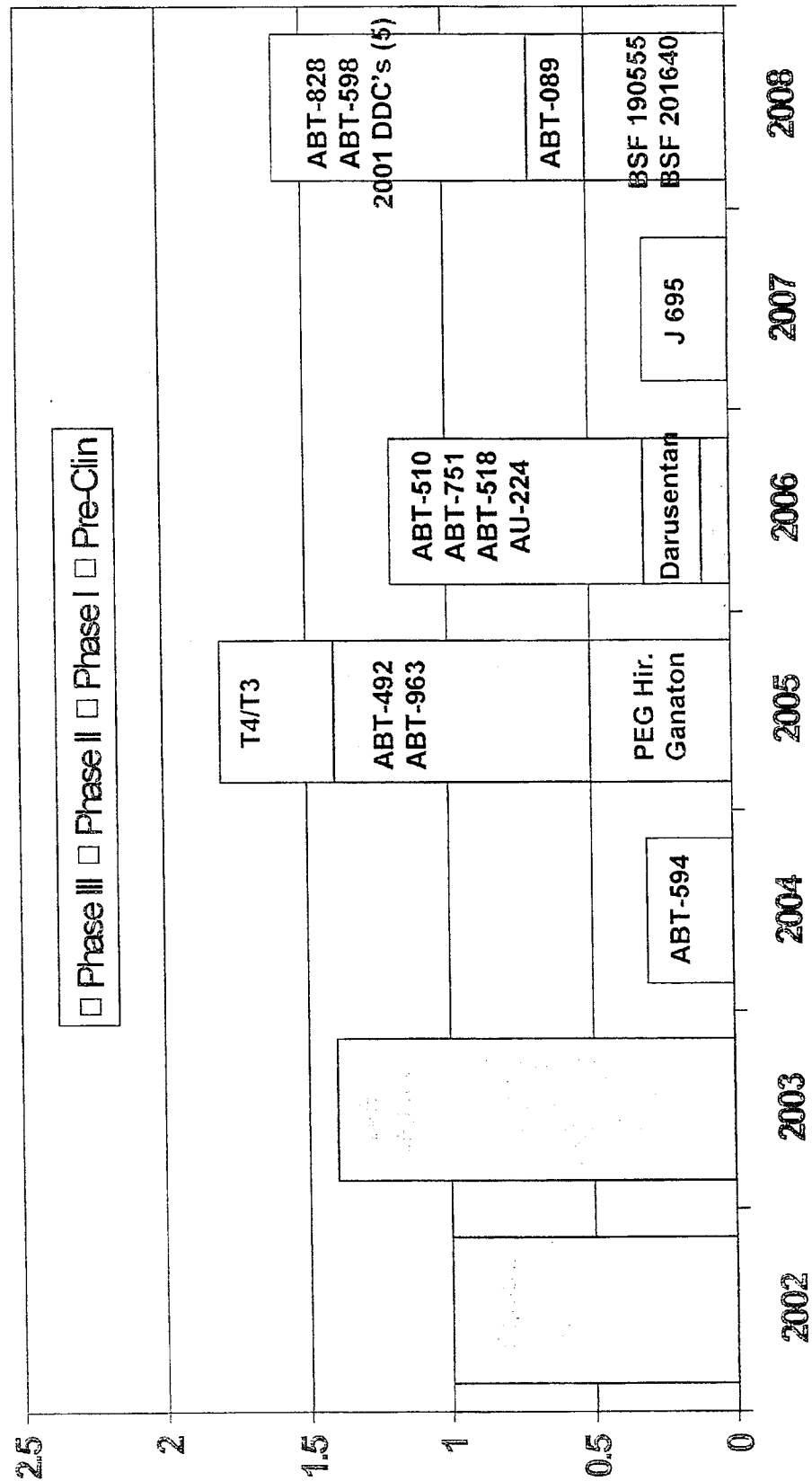
| % Funding by Phase (PC - Ph III) | | | |
|----------------------------------|-----|-----|-----|
| Target | | | |
| 9% | 14% | 40% | 37% |
| Phase Bal. Portfolio | | | |
| 9% | 20% | 24% | 48% |

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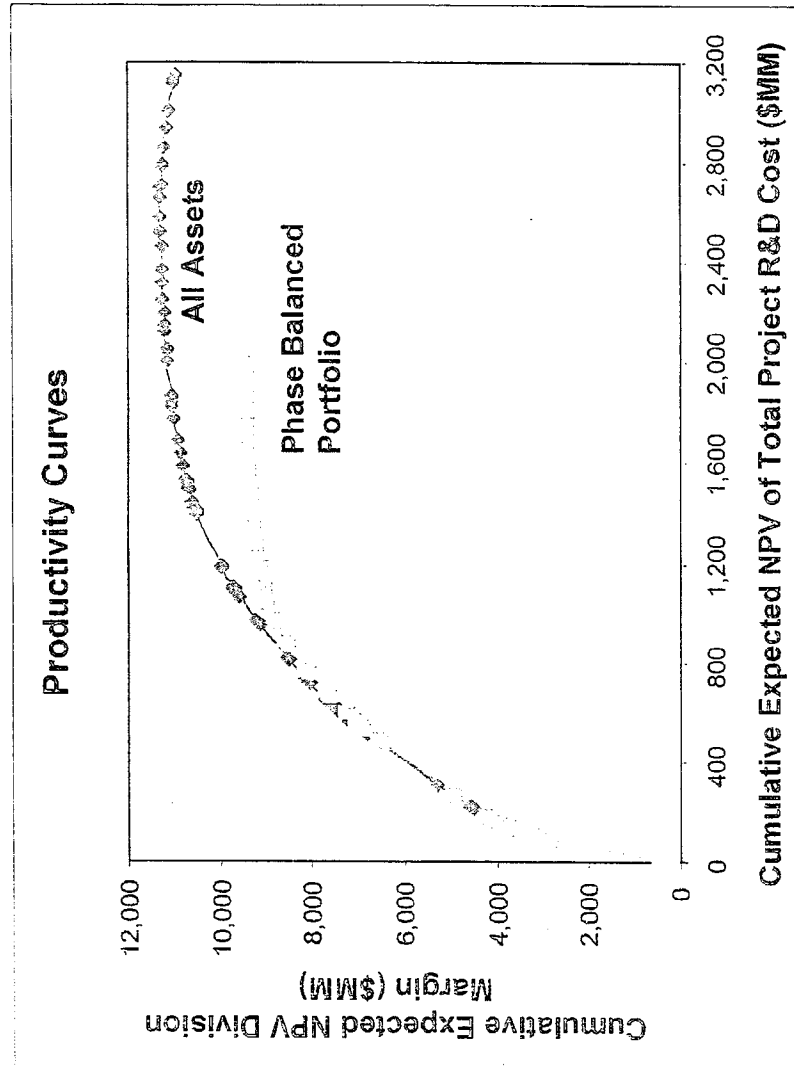
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The \$500MM phase balanced portfolio results in an average of about one expected launch per year over the next 8 years.



The \$500 MM phase balanced portfolio generates an incremental \$4.9B expected value compared to the 2001 Plan (\$300MM), and improves R&D investment productivity.



| | |
|----------------------------------|---------|
| <u>Phase Balanced Portfolio:</u> | |
| EV: | \$9.4B |
| PI: | 4.7 |
| <u>2001 Plan (\$300 MM):</u> | |
| EV: | \$4.5B |
| PI: | 4.0 |
| <u>All Assets:</u> | |
| EV: | \$11.3B |
| PI: | 4.3 |

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The main trade-off with this scenario is that two key Phase III assets are not funded.

- ABT-627 and ABT-773 do not meet the funding threshold:
 - The phase-balancing model limits the Phase III-specific budget
 - Among Phase III programs, ABT-627 and ABT-773 have the lowest productivity indices:

| Program | PI | 2001 Cost |
|---------|------|-----------|
| SEARD | 12.5 | \$11.9MM |
| ABT-822 | 8.5 | \$10.3MM |
| D2E7 | 7.5 | \$99.3MM |
| ABT-627 | 4.3 | \$41.8MM |
| ABT-773 | 2.5 | \$88.0MM |

The phase-balance model allocates \$122MM to Ph III projects (\$500MM budget with 20% Ph IV allocation).

Reducing the Ph IV allocation to 15% allows funding of ABT-627 (Ph III budget increased to \$156MM).

- Aside from the obvious commercial implications, there are estimated to be \$ 75 MM in shut down costs for ABT-773 and ABT-627.
- Funding of all Ph III programs in a phase-balanced portfolio requires an increase in the total development budget to at least \$600MM.

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Key trade-offs with \$ 500 MM phase balanced portfolio.

Pros

- Excellent utilization of pre-Ph. III assets.
- More than doubles expected value over 2001 Plan with only a 40% increase in spend.
- Average of one product launch per year over next 8 years.

Cons

- Funding is not available for two key Ph. III compounds (ABT-627 and ABT-773)
- Significant shut-down costs associated with ABT-627 and ABT-773.
- At least \$600MM would be required to fund ABT-627 and ABT-773 and maintain phase balance.

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Scenario 2

- Funding Level: \$500 MM
- Ph. IV Allocation: 20%
- Ph. III Biased Selection (requires all Ph. III projects to be funded)

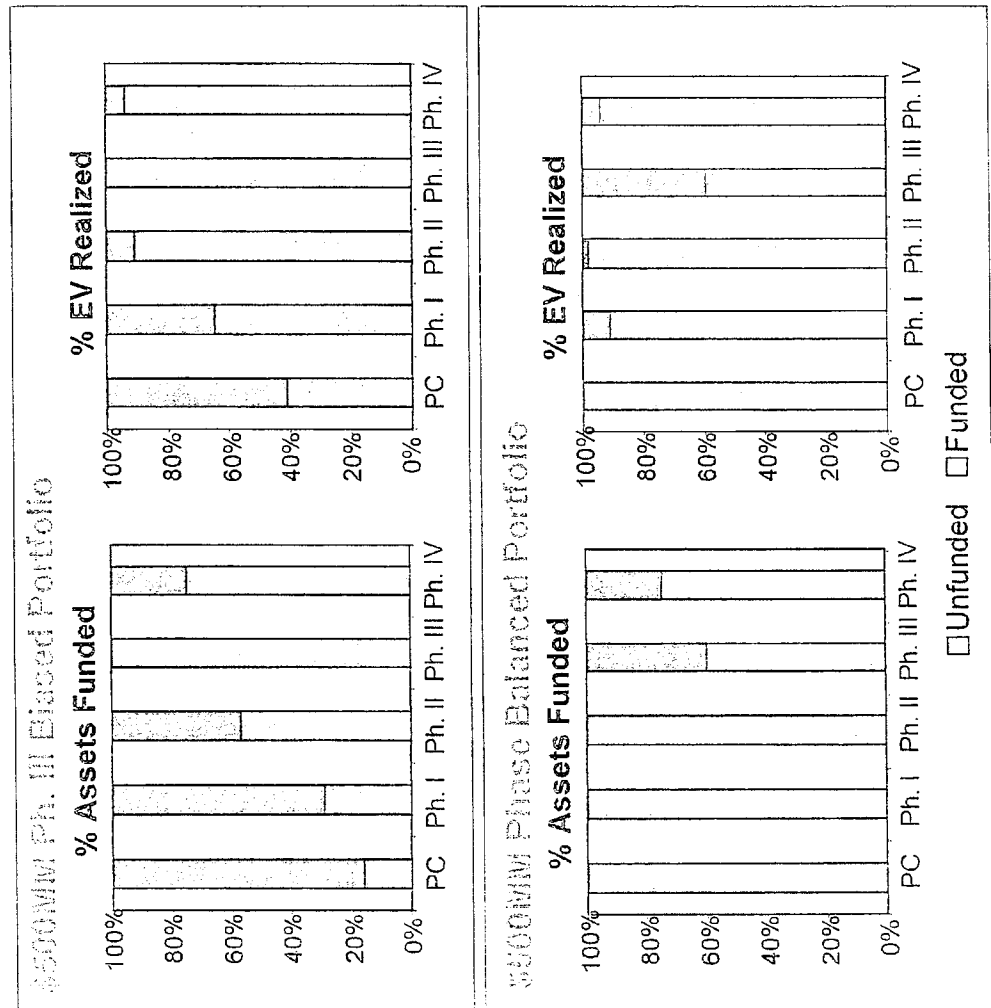
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This Ph. III biased scenario significantly under-utilizes pre-Ph. III assets, due to the \$500MM spending limitation.



| % Funding by Phase (PC -- Ph. III) | | | |
|------------------------------------|-----|-----|-----|
| Target | | | |
| 9% | 14% | 40% | 37% |
| \$500MM Ph. III Biased Portfolio | | | |
| 5% | 15% | 77% | |
| 2% | | | |
| \$500MM Phase Bal. Portfolio | | | |
| 9% | 20% | 24% | 48% |

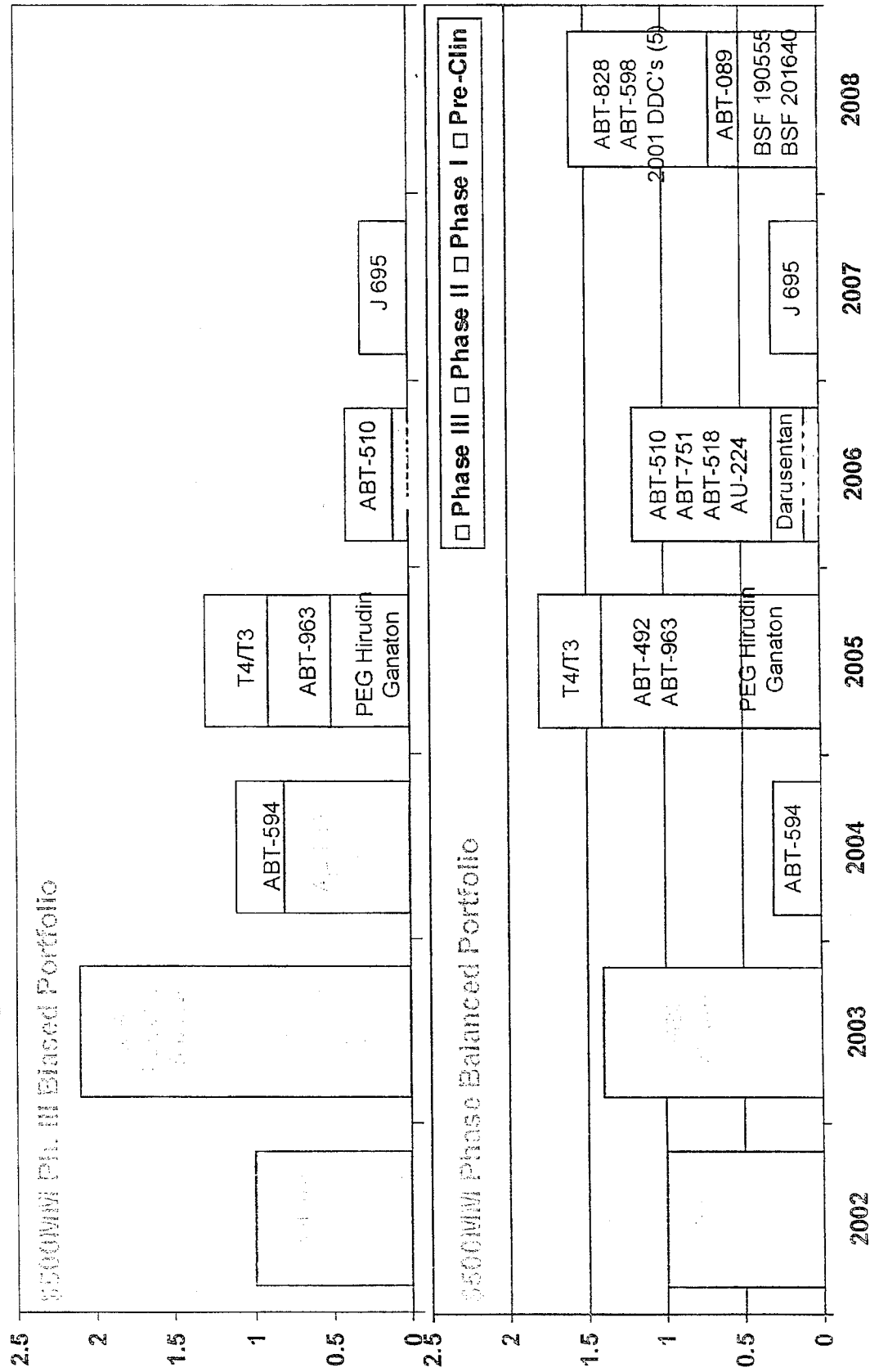
☐ PC ☐ Ph. I ☐ Ph. II ☐ Ph. III

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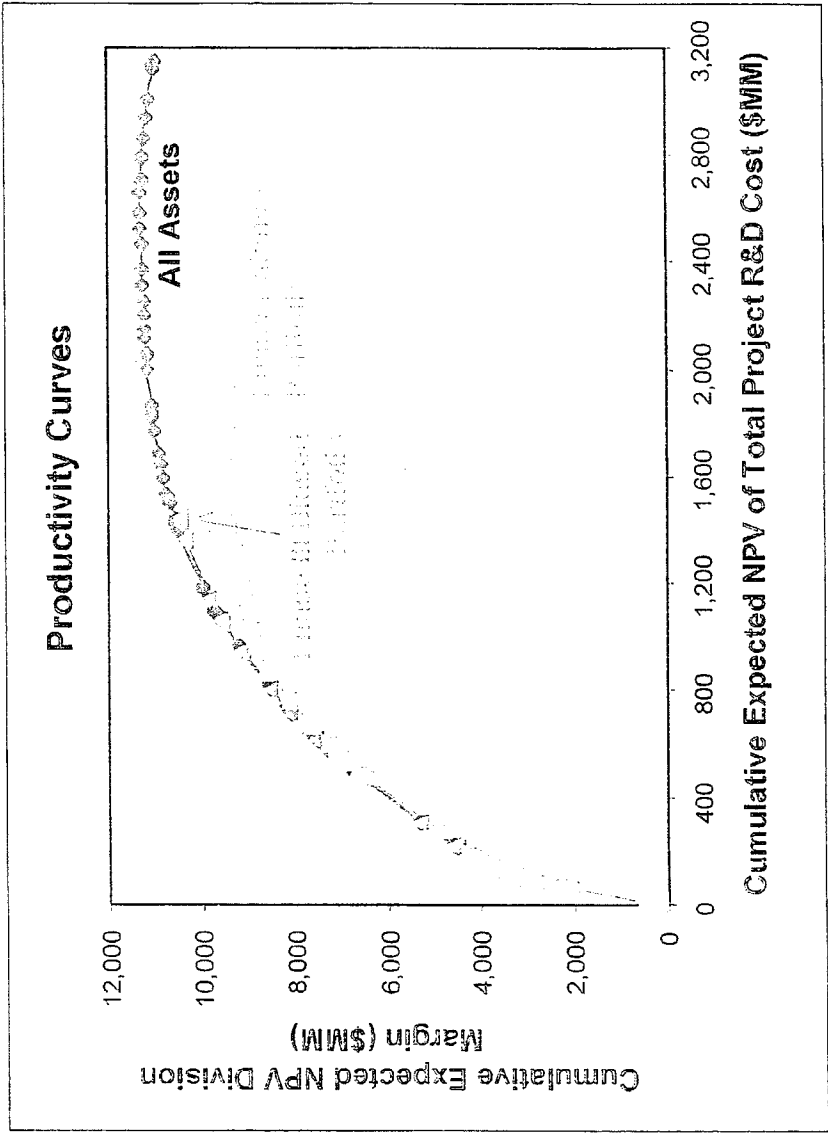
Expected launches decline after 2005 for the \$500MM Ph. III biased portfolio.



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The \$500MM Ph. III biased portfolio generates even more expected value and R&D investment productivity than the \$500MM phase-balanced portfolio.



| |
|---------------------------|
| Ph. III Biased Portfolio: |
| EV: \$10.4B |
| PI: 7.2 |
| Phase Balanced Portfolio: |
| EV: \$9.4B |
| PI: 4.7 |
| 2001 Plan (\$300 MM): |
| EV: \$4.5B |
| PI: 4.0 |
| All Assets: |
| EV: \$11.3B |
| PI: 4.3 |

\$500 Million Phase III Biased / Phase IV = 20% Program Detail

Funded

Unfunded

| Pre-clinical | Ph. I | Ph. II | Ph. III | Ph. IV |
|---|---|---|---|--|
| T4/T3 | ABT-963 ABT-510 | ABT-594 Ganaton PEG Hirudin J695 | SEGARD ABT-822 D2E7 ABT-627 ABT-773 | Clari Kaletra Ritonovir Clivarine: Hemo Fenofibrate Propafenone SR Gengraf Sibutramine Depakote Other Knoll Ph IV |
| ABT-598 ABT-828 5 Future DDC's Hokunalin Tape ABT-677 | ABT-751 AU-224: CRC ABT-492 ABT-089 ABT-518 BSF 420627 | BSF 190555 BSF 201640 Darusentan | | Dilaudid IR & CR Hydrocodone Omnicef |

Green: increase to \$500MM Phase Balanced; Red: reduction from \$500MM Phase Balanced

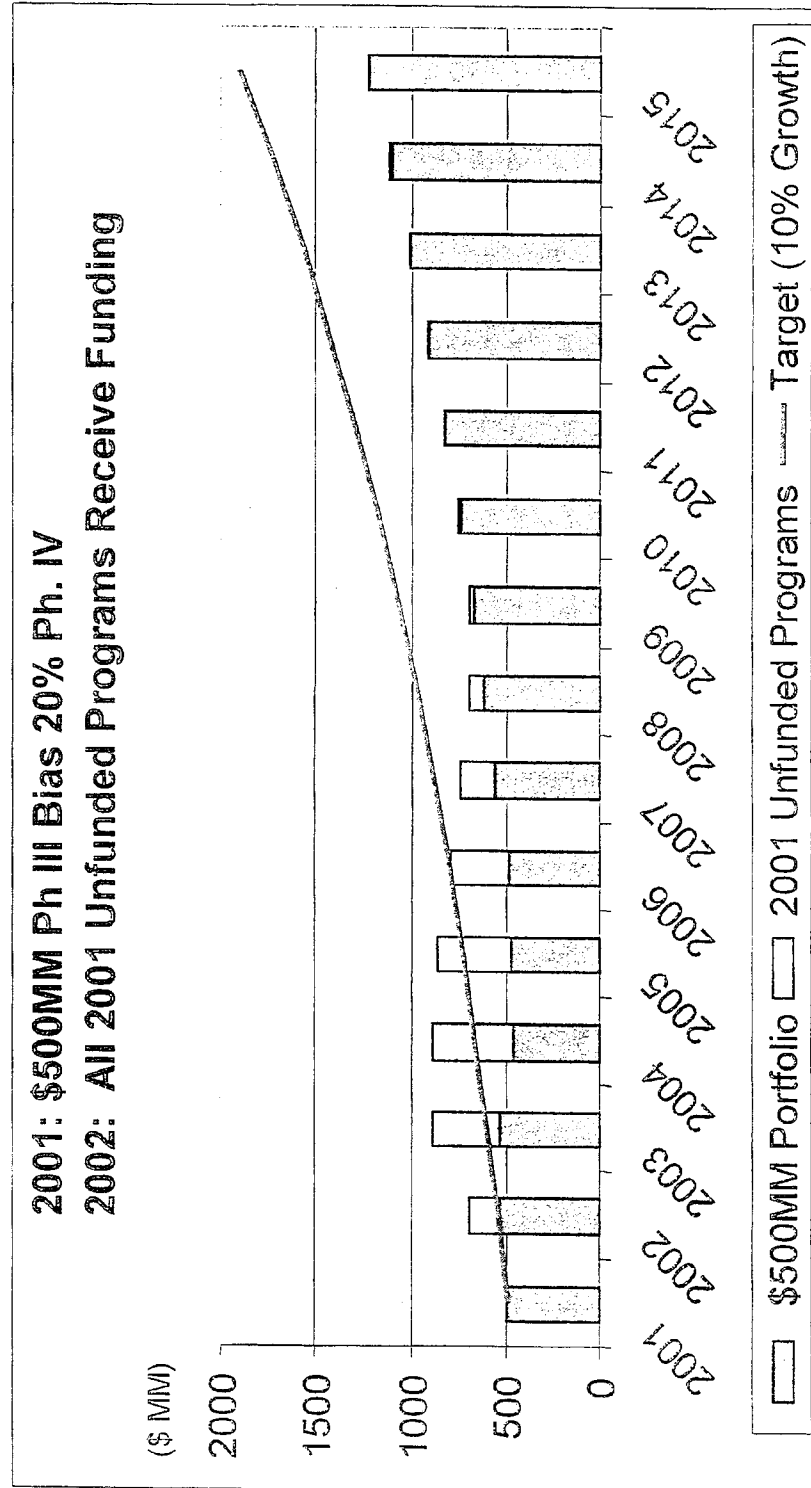
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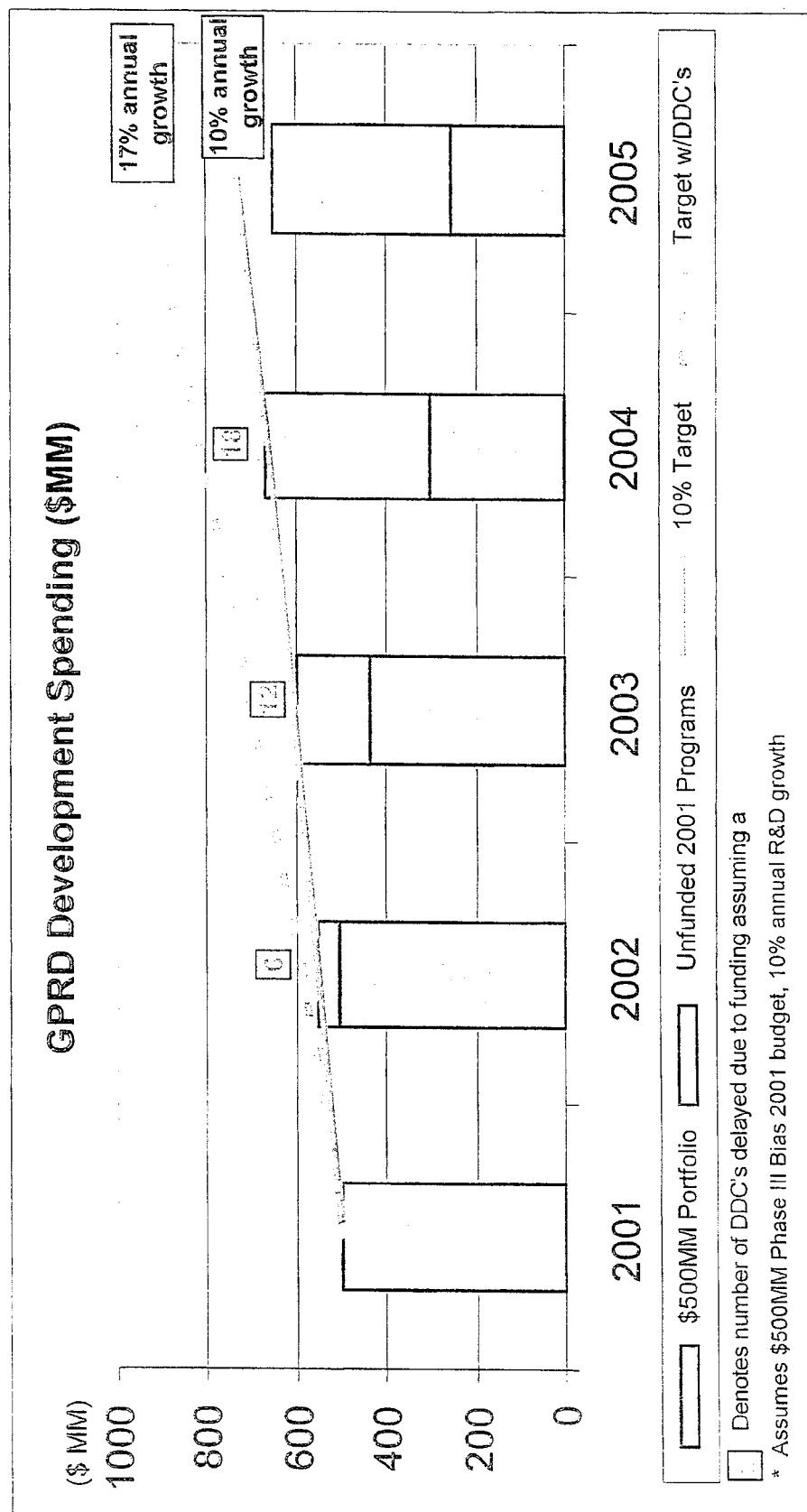
One option to address the under-utilized pre-Ph. III assets would be to delay funding to 2002. This has significant cost implications for 2003 - 2005.



Assumes 6 DDC's per year starting 2002 and growing at 10% annually
Phase IV budget grows at 10% annually

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With a 10% annual development budget growth rate, it would take until 2004 to put all under-utilized 2001 assets into development, and this would only be achieved through no new DDC funding during that period.



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Key trade-offs with \$500MM Ph. III biased portfolio.

Pros

- All Ph III programs are funded.
- Significantly higher expected value than \$500MM phase balanced portfolio
- Higher R&D investment productivity than \$500MM phase balanced portfolio.

Cons

- Significantly under-utilizes pre-Ph. III assets.
- Product launch decline after 2005.
- Results in a mismatch between Discovery output and early development fund availability.
- Internal development of under-utilized 2001 assets will require significant increases in 2002 - 2005 development spending.

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Scenario 3

- Funding Level: \$600 MM
- Ph. IV Allocation: 20%
- Ph. III Biased Selection (requires all Ph. III projects to be funded)

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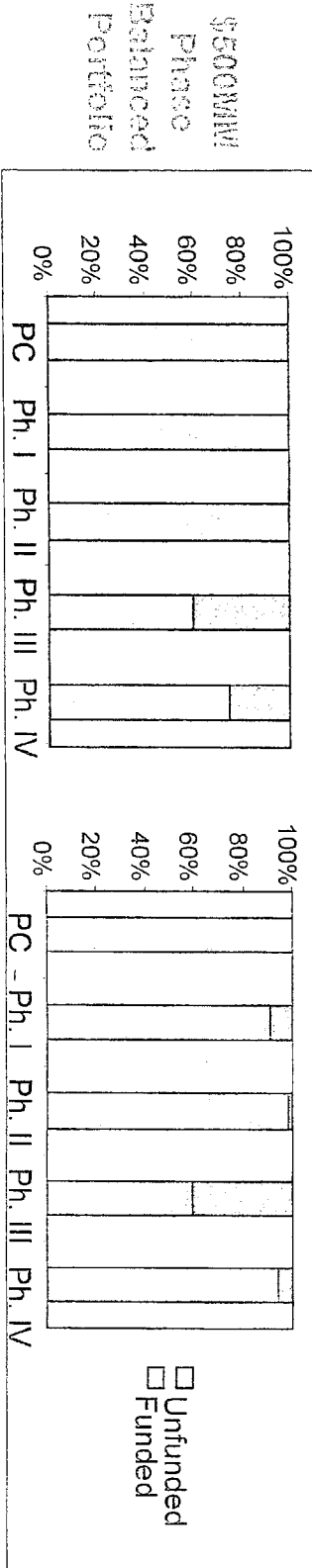
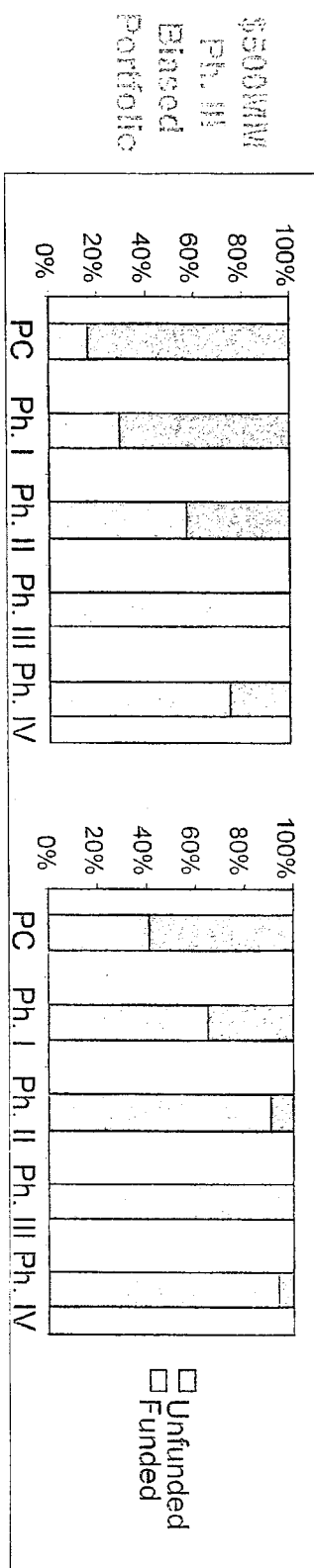
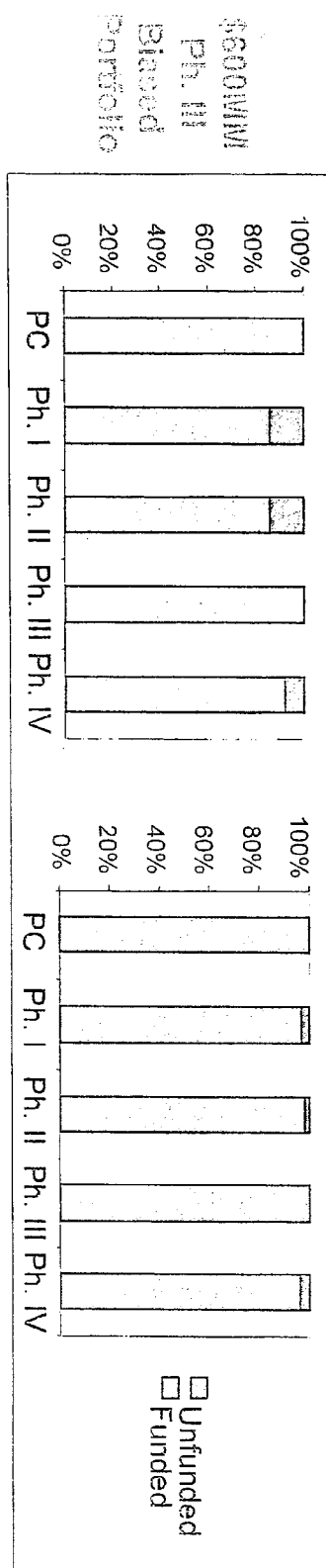
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The \$500MM Ph. III biased portfolio greatly improves the utilization of pre-Ph. III assets compared with \$500MM

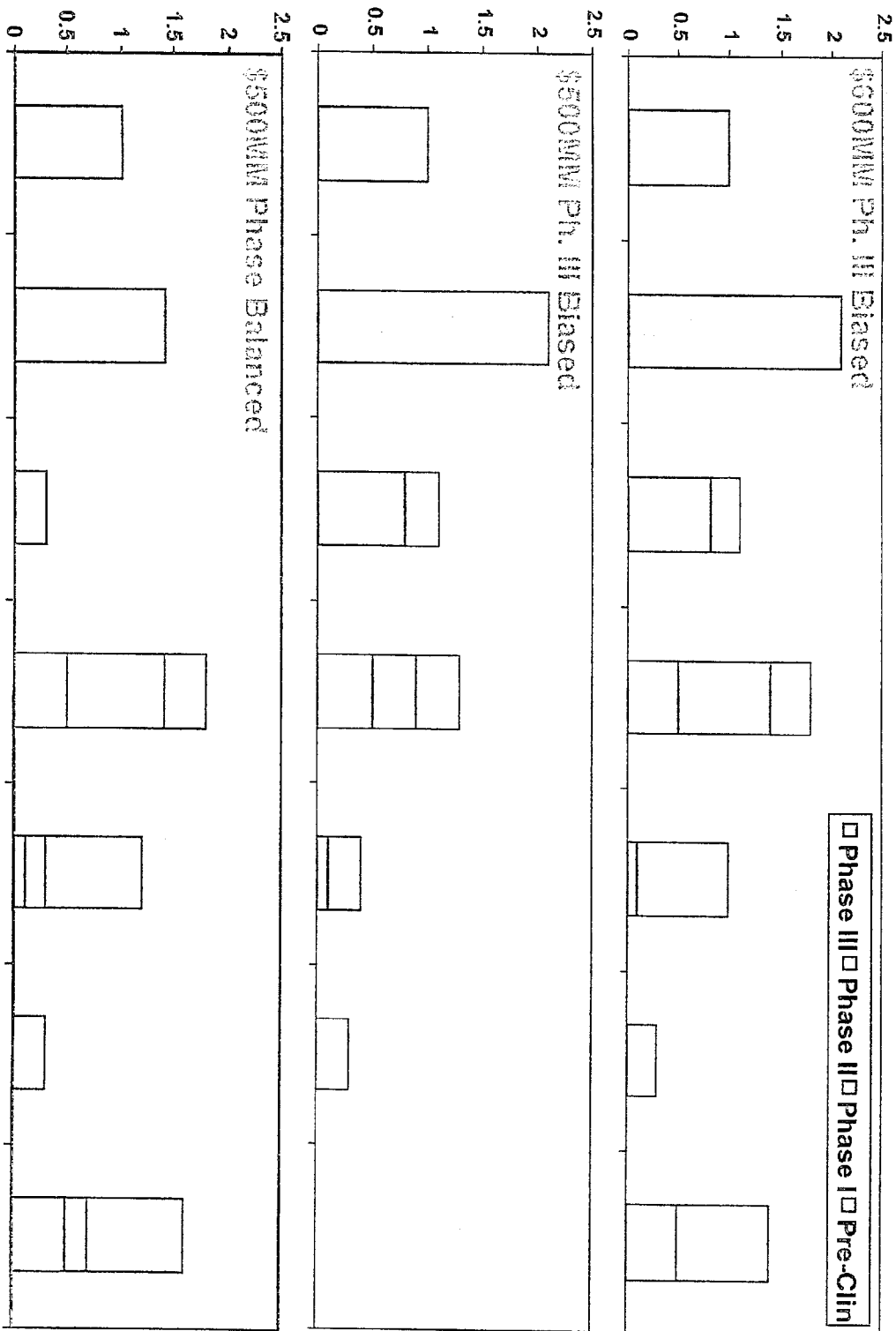
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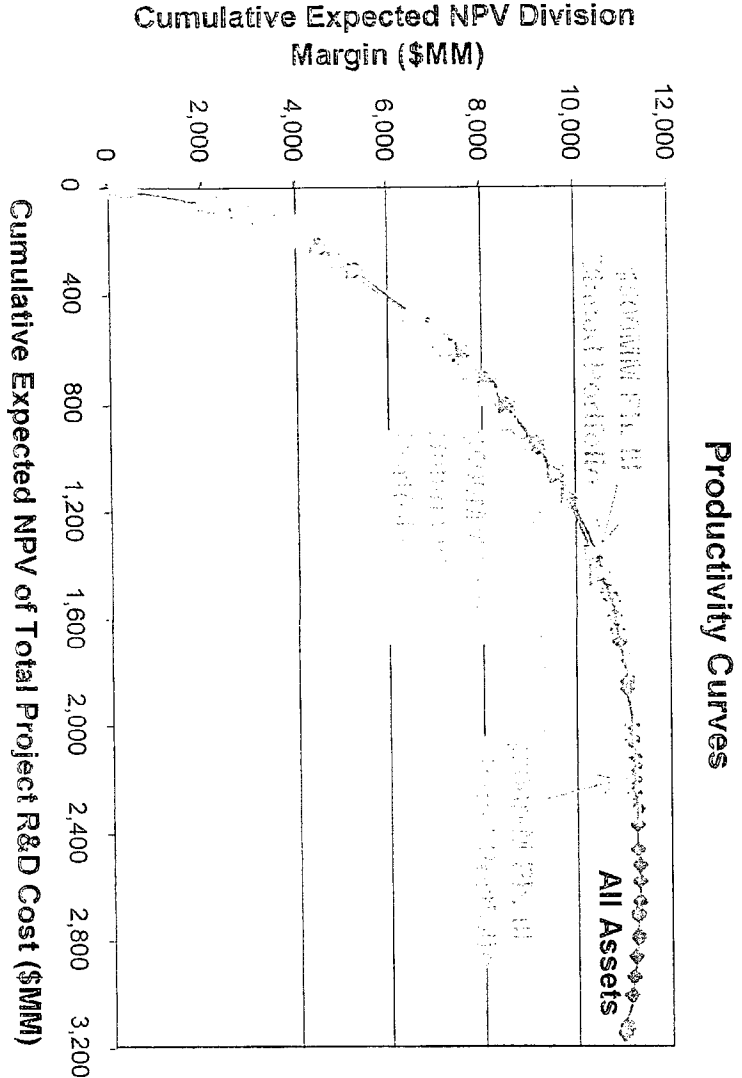
The improved phase balance of the \$500MM Ph. III bias portfolio ensures consistent product launches through 2008.



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The \$600MM Ph. III biased portfolio realizes almost all of the potential expected value out of our current asset pool.



| | |
|-------------------------|---------|
| \$600MM Ph. III Biased: | |
| EV: | \$11.1B |
| PI: | 4.8 |
| \$500MM Ph. III Biased: | |
| EV: | \$10.4B |
| PI: | 7.2 |
| \$500MM Phase Balanced: | |
| EV: | \$9.4B |
| PI: | 4.7 |
| 2001 Plan (\$300 MM): | |
| EV: | \$4.5B |
| PI: | 4.0 |
| All Assets: | |
| EV: | \$11.3B |
| PI: | 4.3 |

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\$600 Million Phase Balanced / Phase IV = 20% **Program Detail**

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Funded

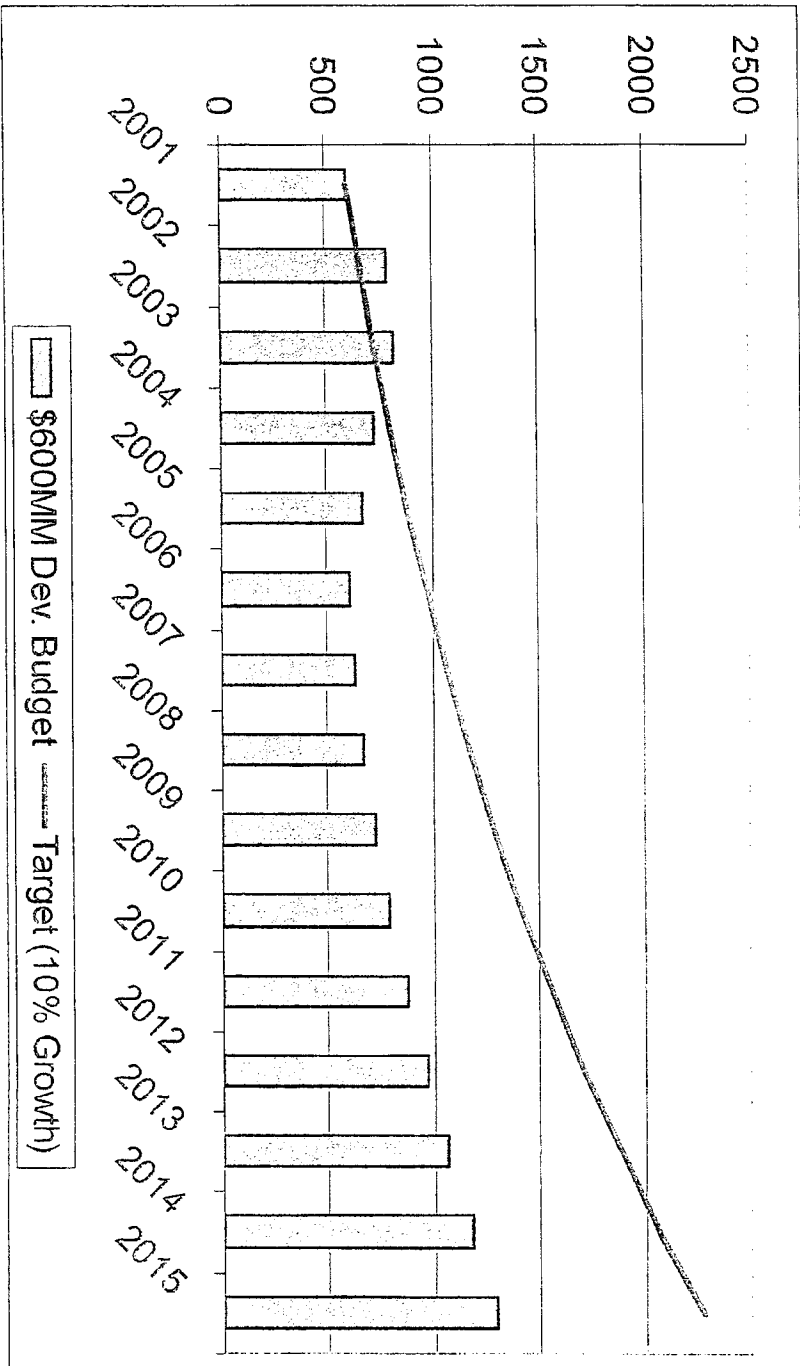
| Pre-clinical | Ph. I | Ph. II | Ph. III | Ph. IV |
|---|--|---|---|--|
| T4/T3 ABT-598 ABT-828 5 Future DDC's | ABT-963 ABT-510 ABT-751 AU-224: CRC ABT-492 ABT-518 | ABT-594 Ganaton PEG Hirudin J695 BSF 190555 BSF 201640 Darusentan | SEGARD ABT-822 D2E7 ABT-627 ABT-773 | Clari Kaletra Ritonovir Clivarine: Hemo Fenofibrate Propafenone SR Gengraf Sibutramine Depakote Other Knoll Ph IV Dilaudid IR & CR Hydrocodone Omnicef |
| Hokunalin Tape ABT-677 | ABT-089 BSF 420627 | | | |

Unfunded

Green: increase to \$500MM Ph. III Biased

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The \$600 MM Ph.III bias portfolio will require significant development funding increases in 2002 and 2003, rising to around \$825 MM in 2003



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Key trade-offs with \$ 600MM Ph. III biased portfolio.

Pros

- Realizes almost all of the current asset pool expected value.
- Consistent product launch through 2008.
- Maximum expected value.
- Good match between Discovery output and Development funding capacity.

Cons

- Costs \$600MM in 2001
- Results in significant 2002 – 2004 development expense (peaking at \$825MM in 2003).

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Portfolio Scenario Trade-Off Summary

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| | Abbott 2001 Plan (\$300 MM) | Abbott / Knoll Development Portfolio | | |
|---------------------------------------|---|---------------------------------------|---|--|
| | | \$500 MM Phase Balanced | \$500 MM Ph. III Bias | \$600 MM Ph. III Bias |
| Expected Value | \$4.5 B | \$9.4 B | \$10.4 B | \$11.1 B |
| R&D Productivity | 4.0 | 4.7 | 7.2 | 4.8 |
| Pre-Ph.III Asset Utilization | Poor | Good | Poor | Good |
| Product Launch Consistency | Post 2005 decline | Consistent through 2008 | Post 2005 decline | Consistent through 2008 |
| 2002-2004 R&D Cost Implications | Within 10% growth target | Within 10% growth target | Within 10% growth target | Significant |
| Other Issues | Productive Ph. IV programs not funded | Key Ph.III Programs Not Affordable | Utilization of unfunded 2001 assets | Development budget rises to \$825 MM by 2003 |

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Appendix

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*Portfolio Analysis of 2001 Abbott Global
Pharmaceutical Development Assets*

Appendix

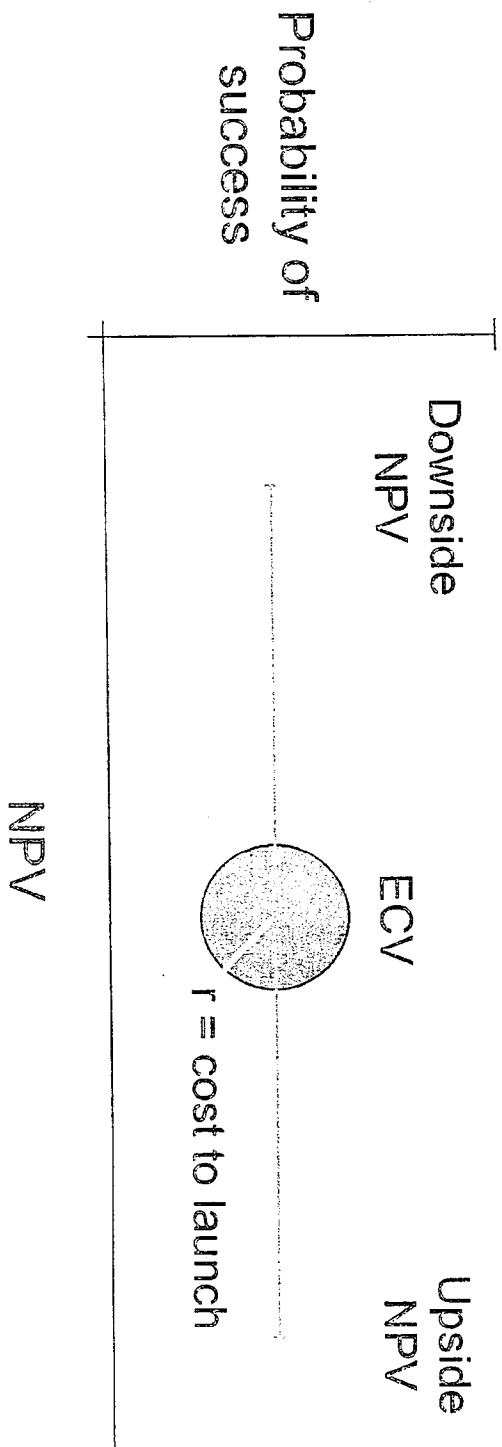
April 20, 2001

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Project Attributes by Therapeutic Area

- Project attributes displayed include:
 - Expected commercial value (ECV)
 - Nominal R&D costs to launch
 - Upside and downside NPV assessment assuming launch



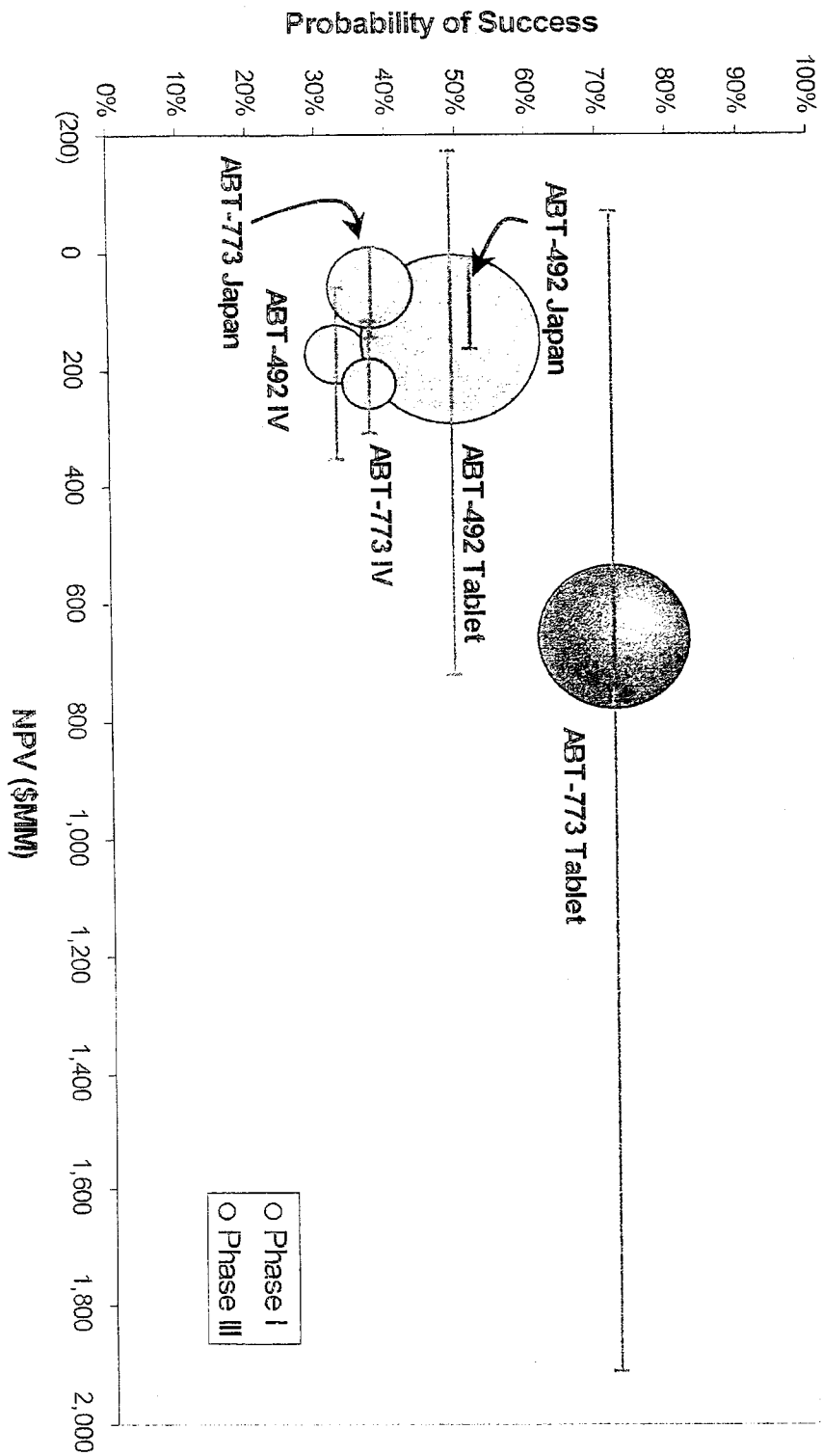
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Anti-infectives (Anti-bacterial) – Pipeline

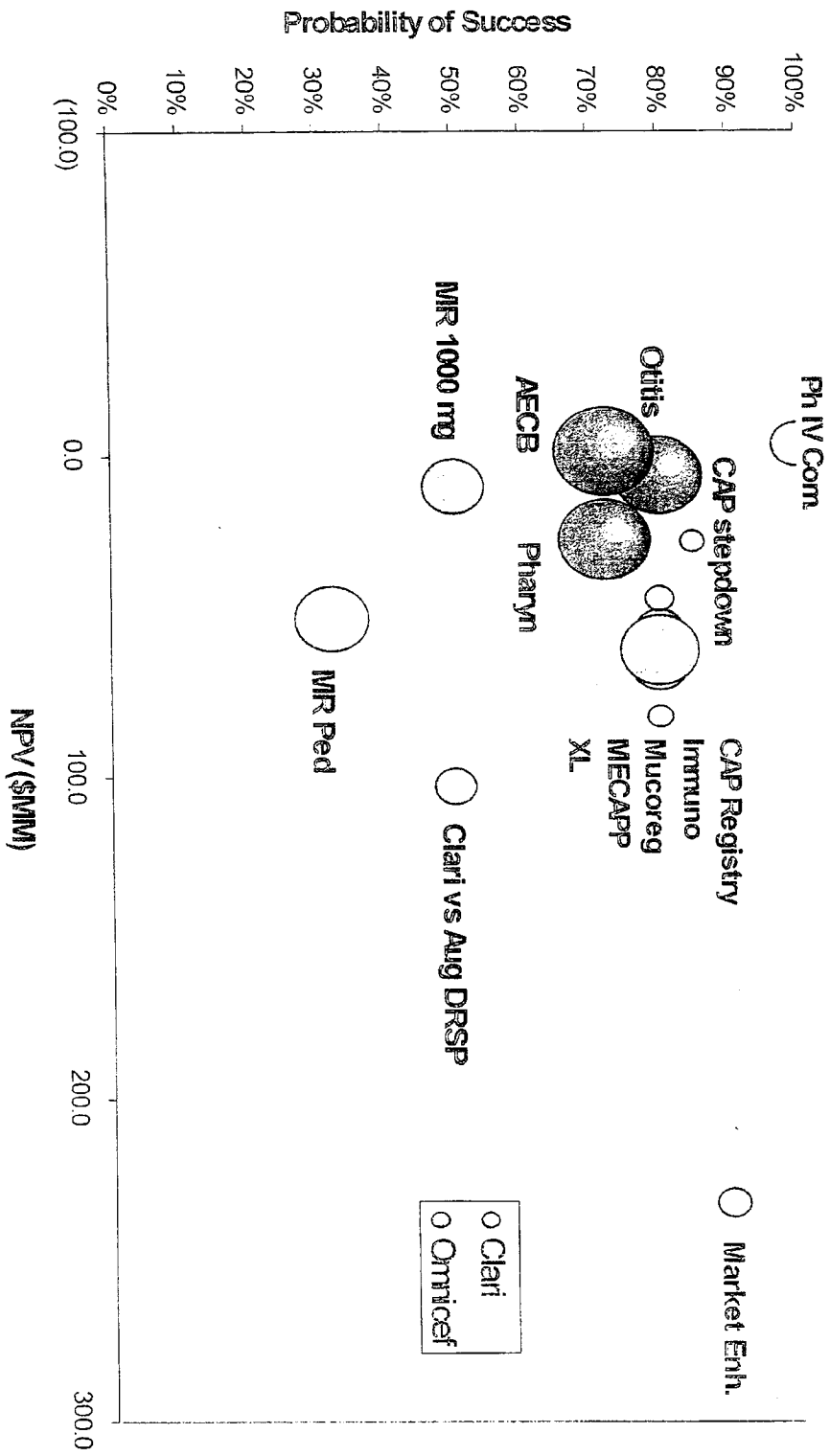


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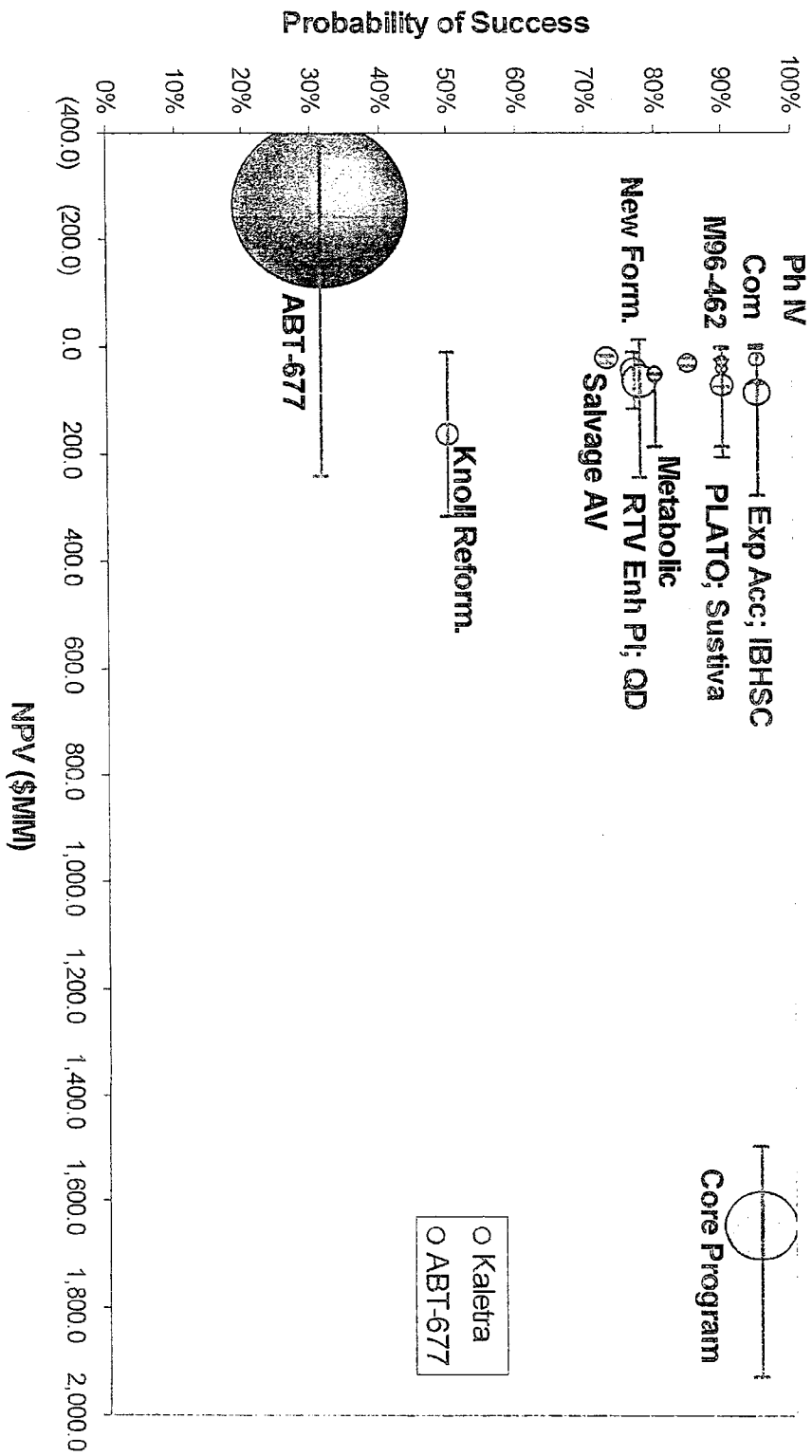
Anti-infectives (Anti-bacterial) – Phase IV



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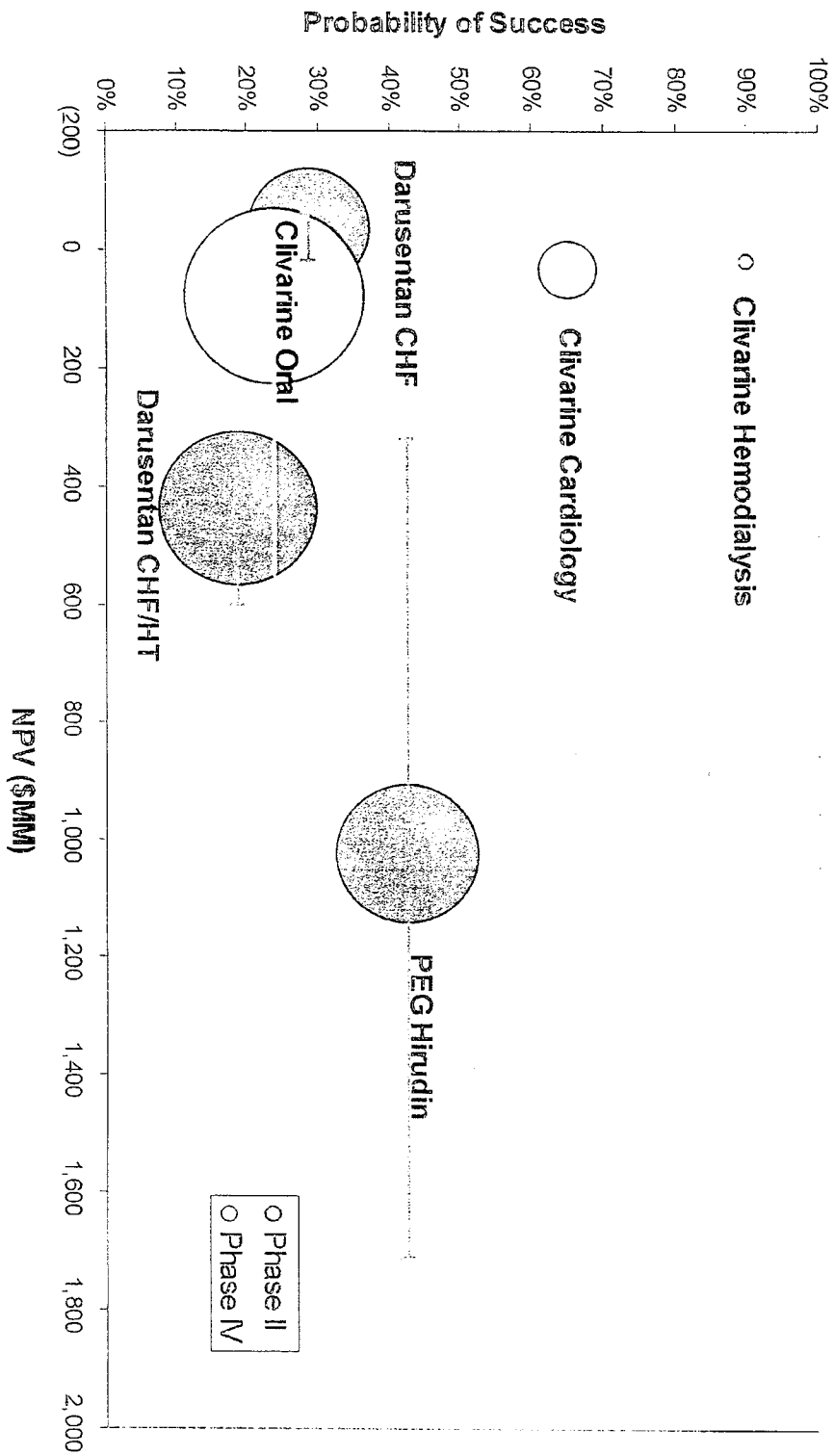
Antiretrovirals (Anti-viral)



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Cardiovascular/Thrombosis and Renal



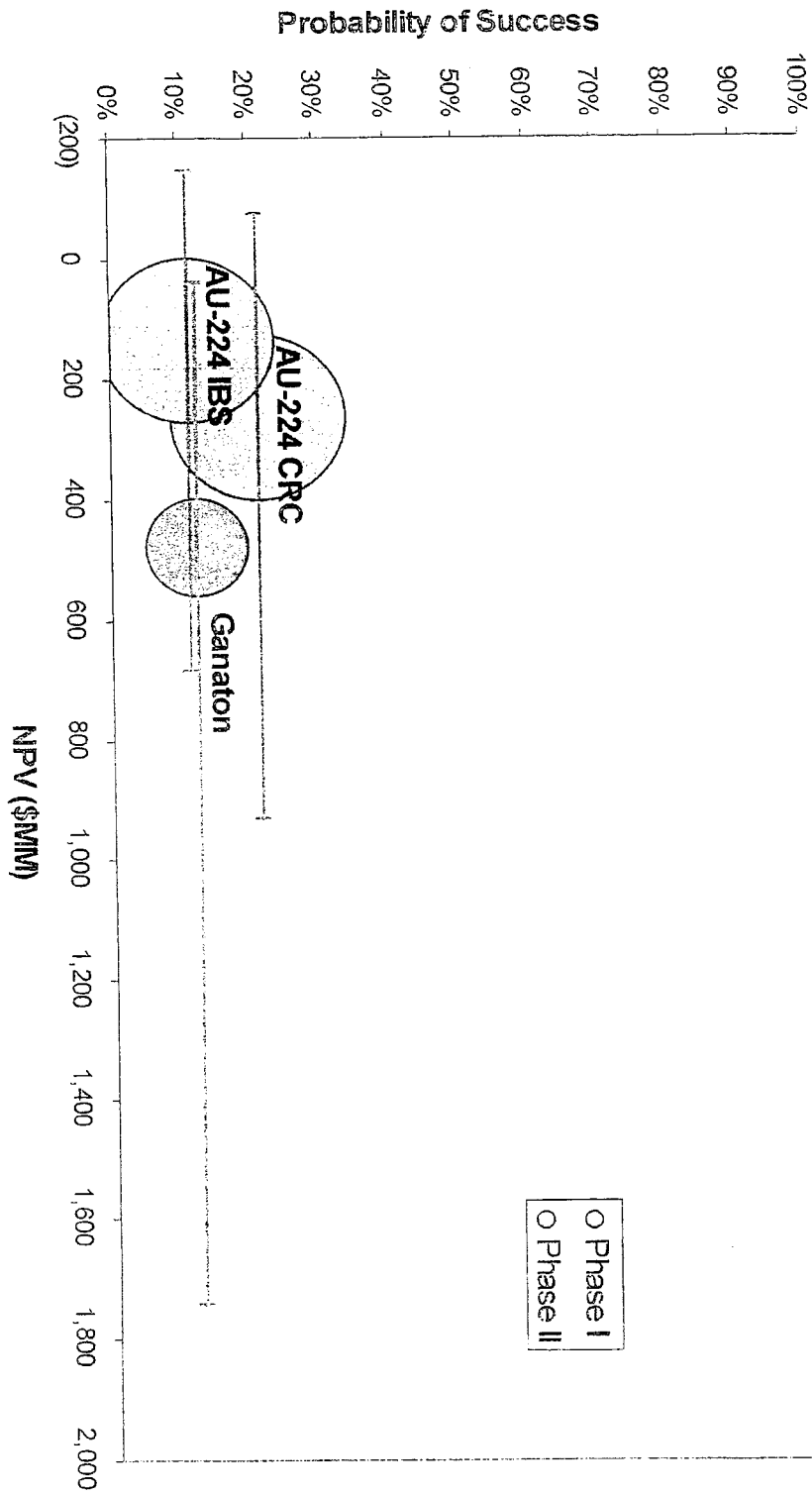
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Gastrointestinal



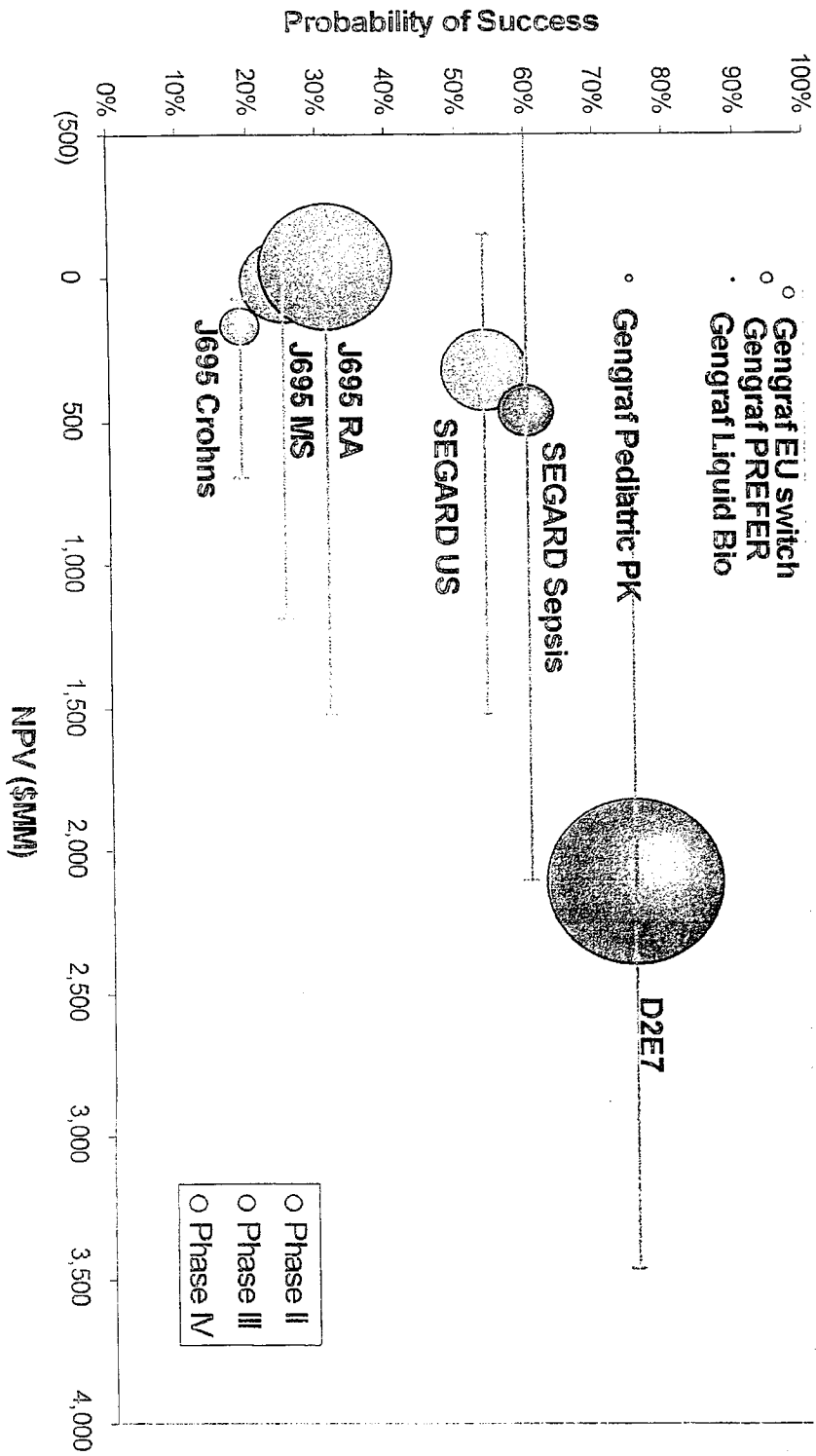
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A7

Immunoscience



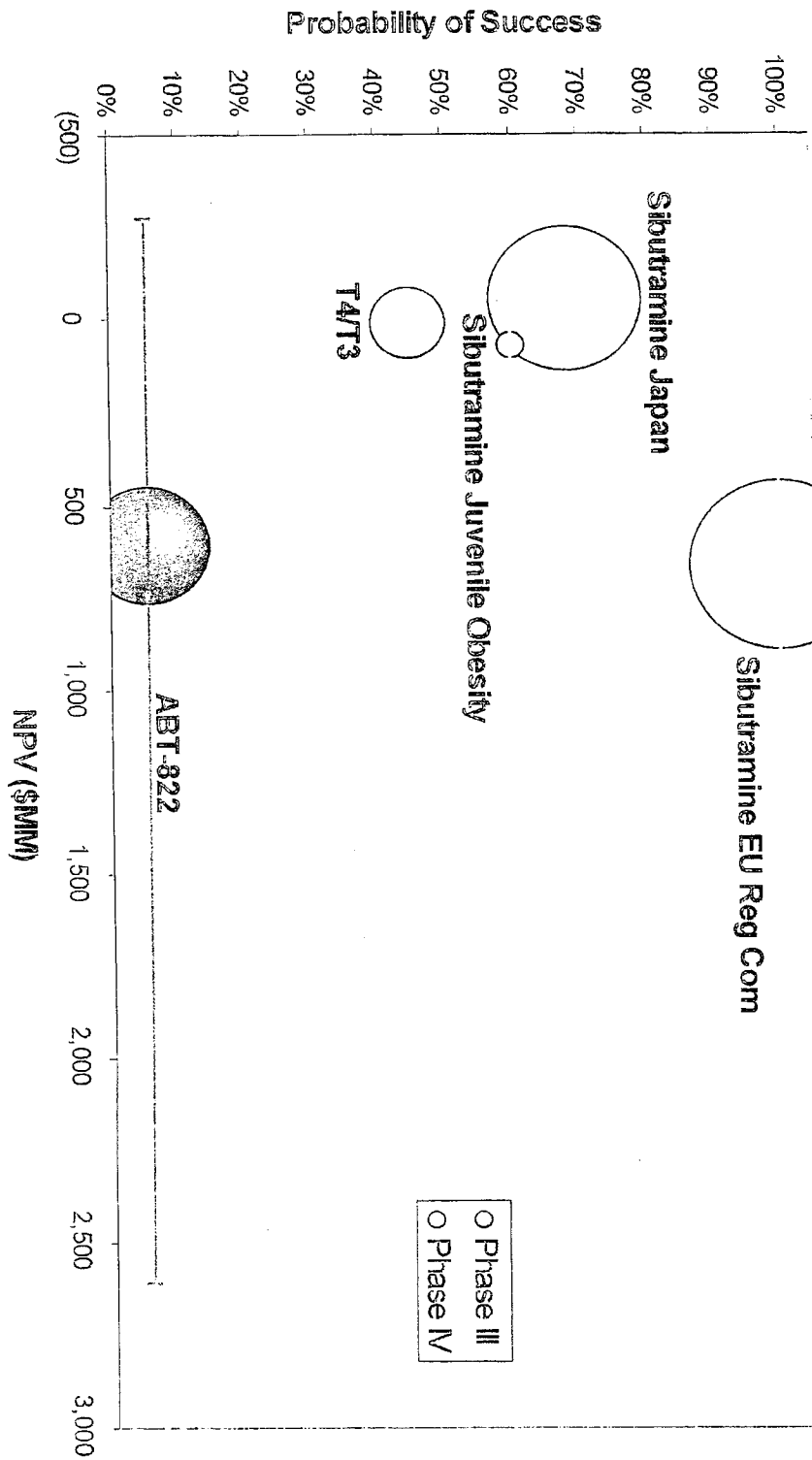
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A8

Metabolic Diseases



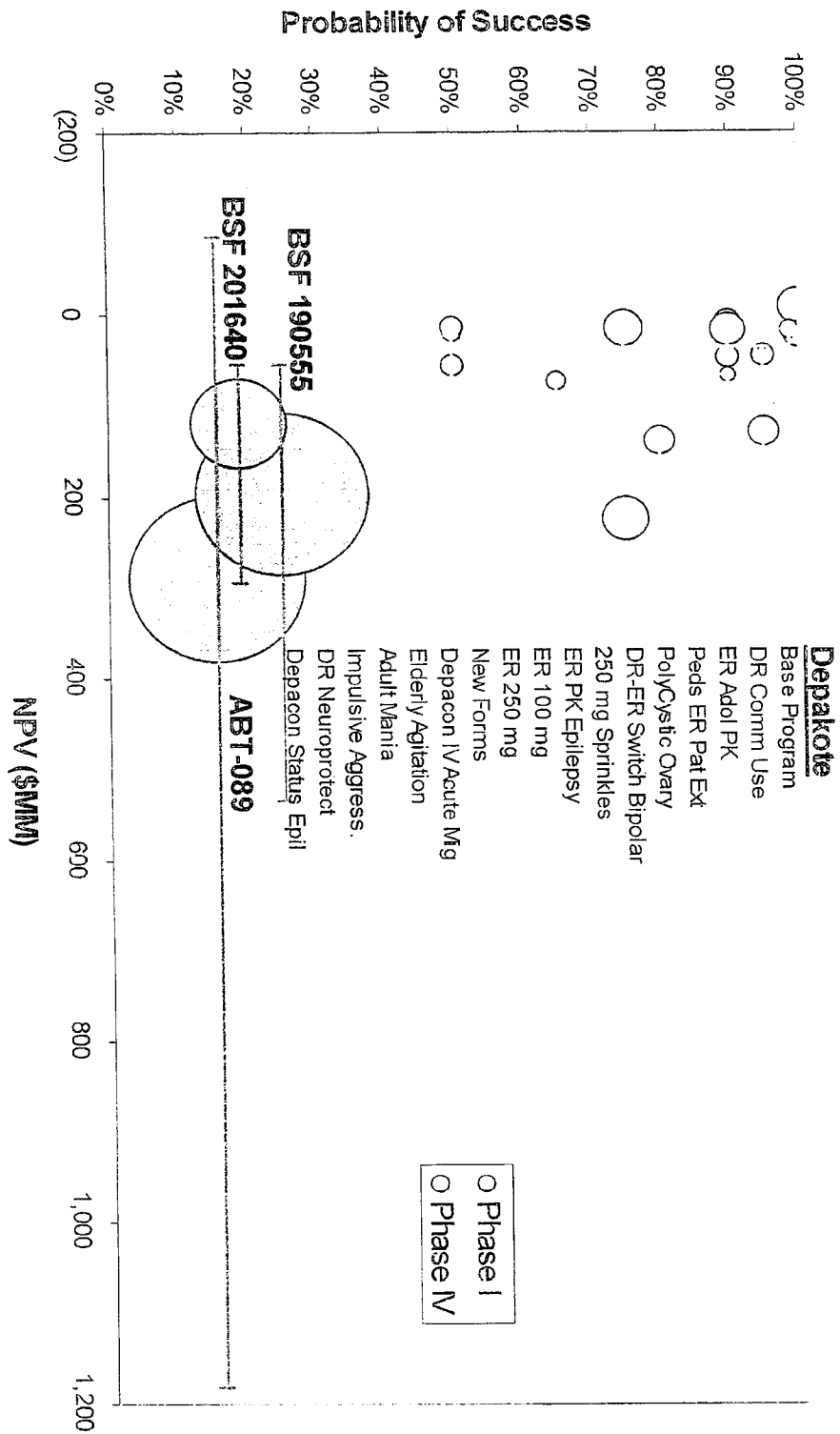
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A9

Neuroscience



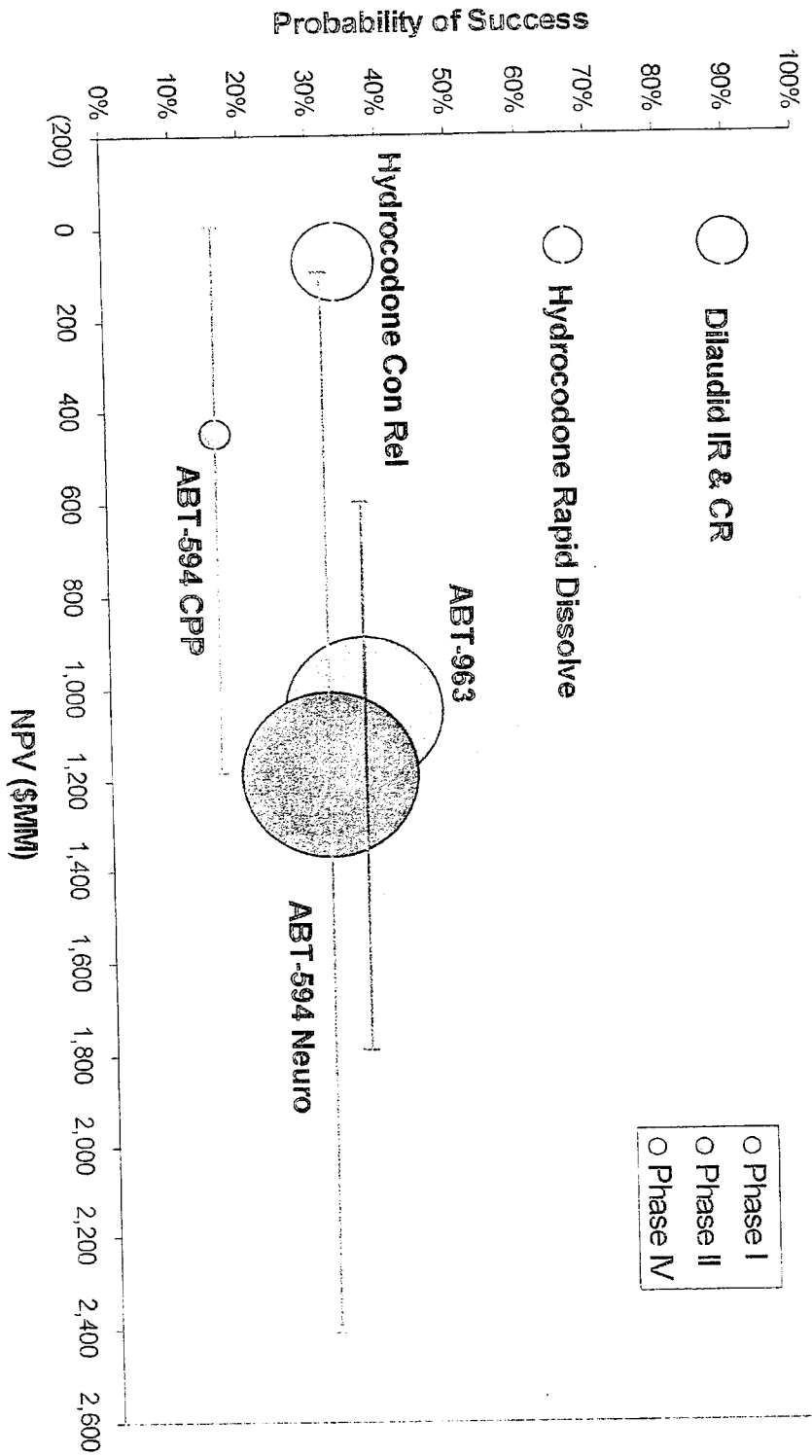
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A10

Pain

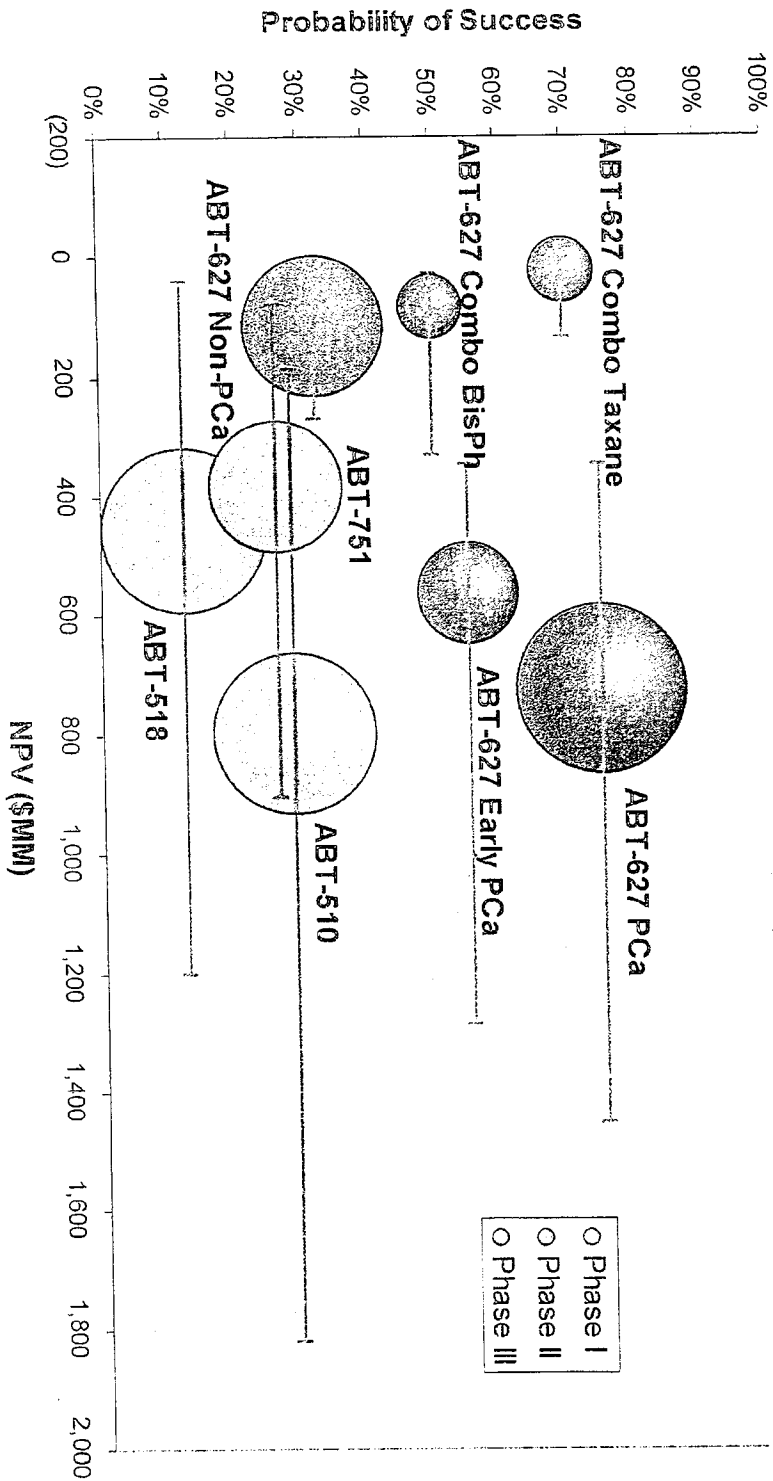


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Oncology



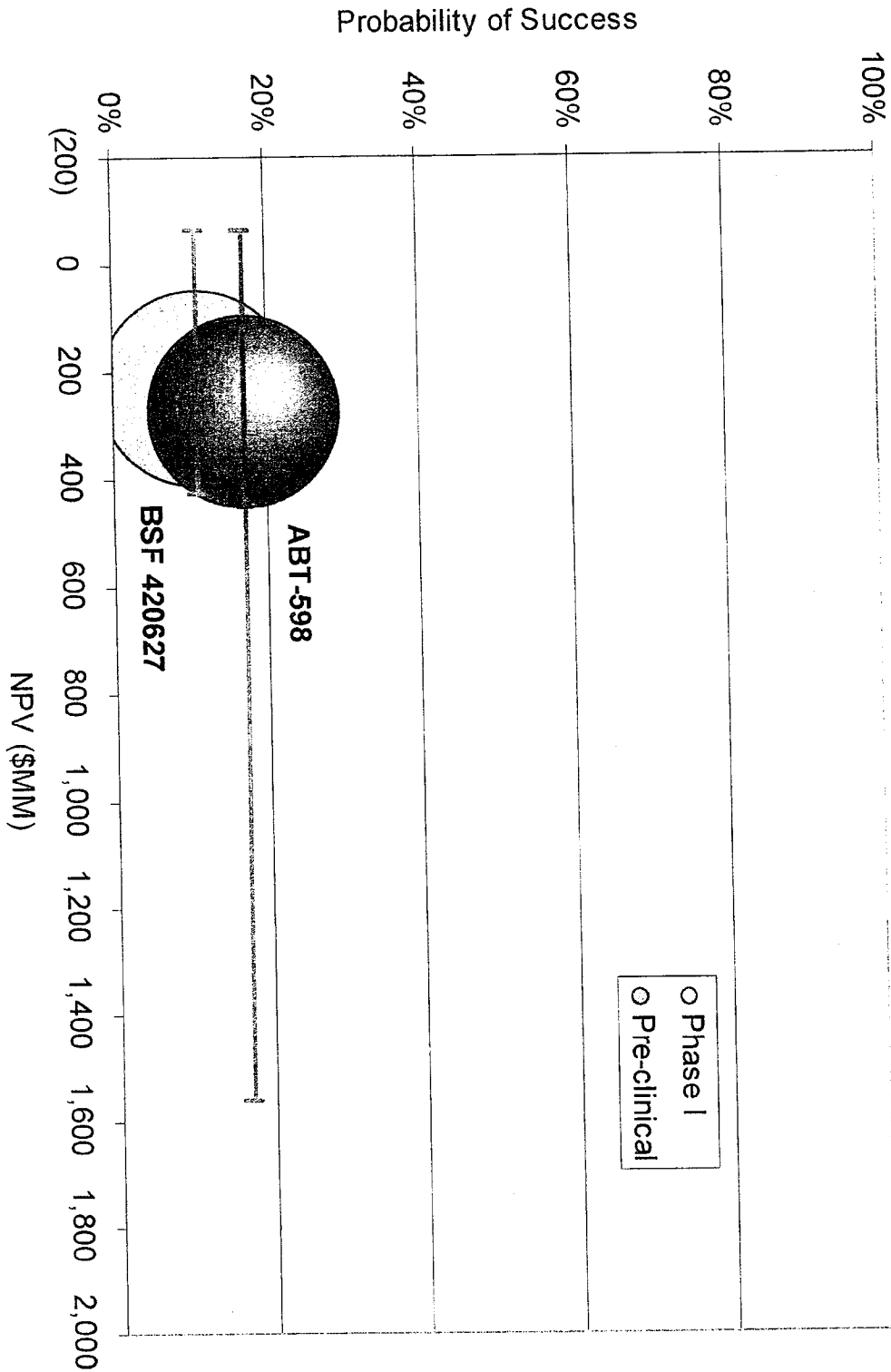
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A11

Urology



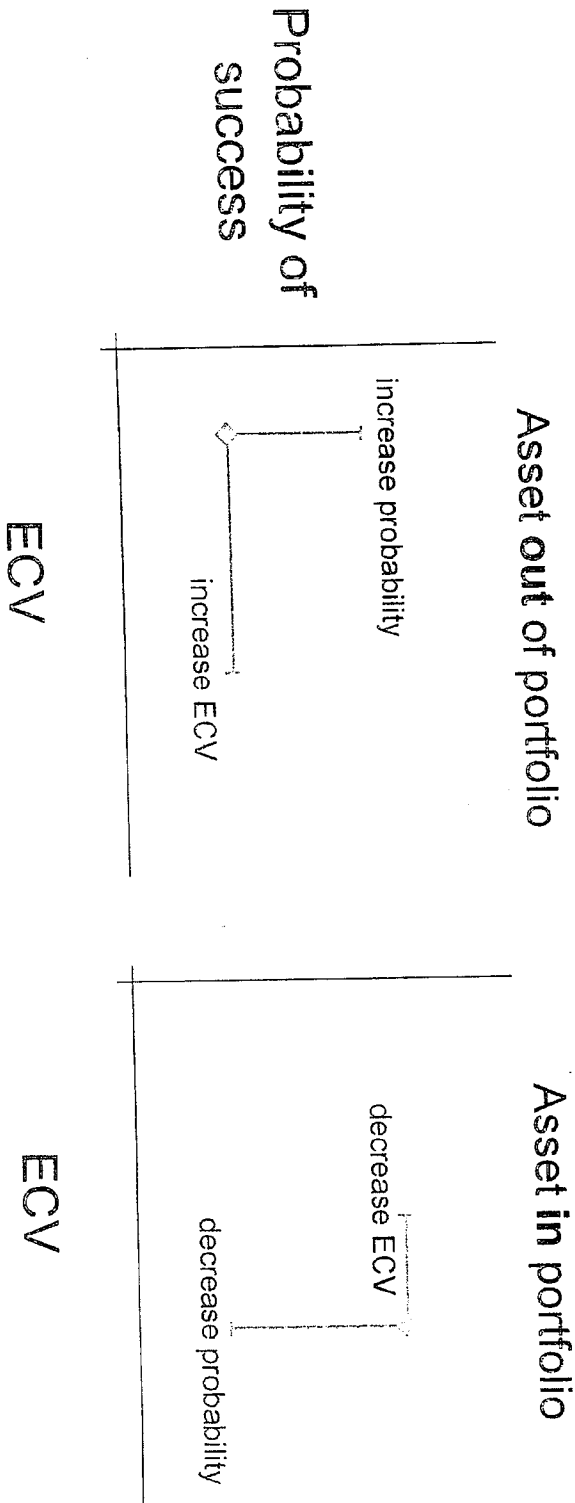
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A13

Sensitivity of portfolio projects to probability and commercial assessments

- The expected value and probability of success for all assets are displayed by phase.
- Error bars indicate the change in the assessments of probability or expected commercial value (ECV) to the funding cut off for the Phase III Biased, 20% Phase IV portfolio.



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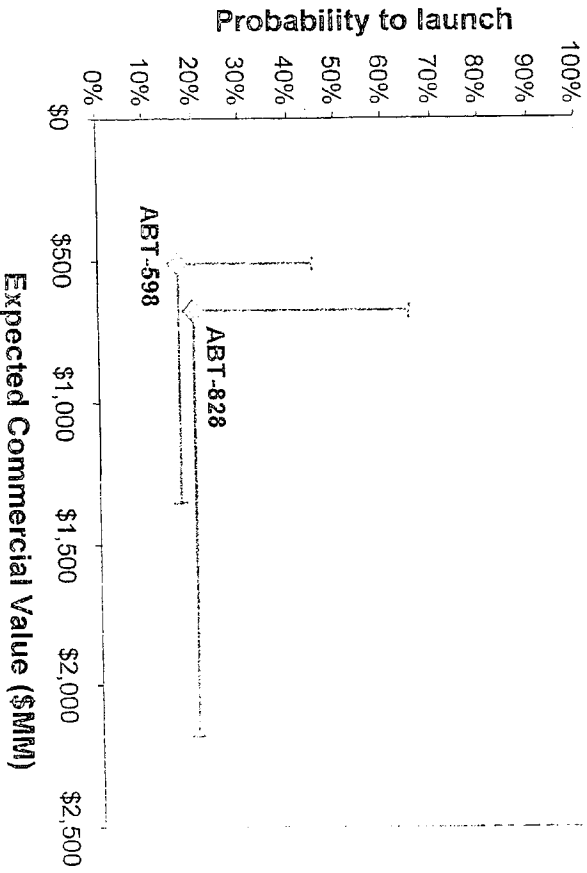
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Preclinical Projects

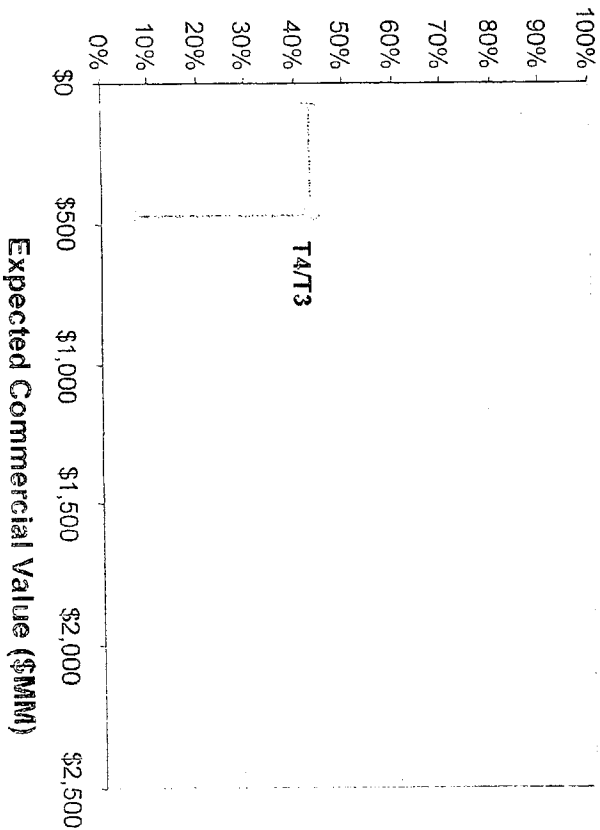
\$500MM
Phase III Bias
20% Phase IV

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Projects out of portfolio



Projects in portfolio



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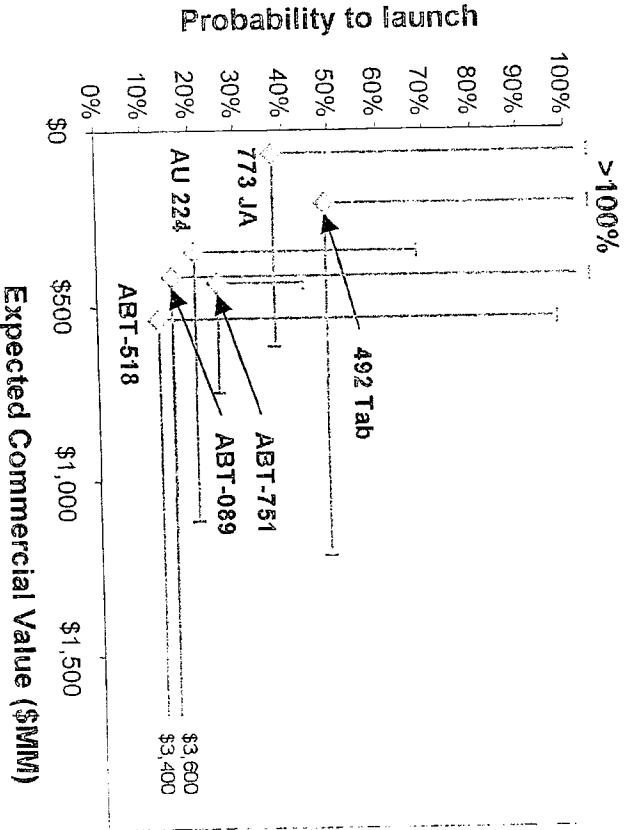
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A14

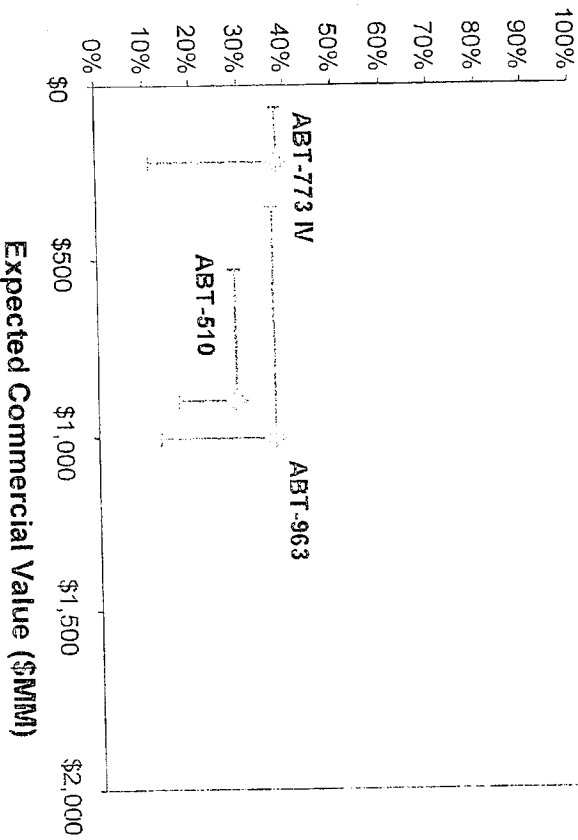
Phase I projects

\$500MM
Phase III Bias
20% Phase IV

Projects out of portfolio



Projects in portfolio



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A15

Phase II projects

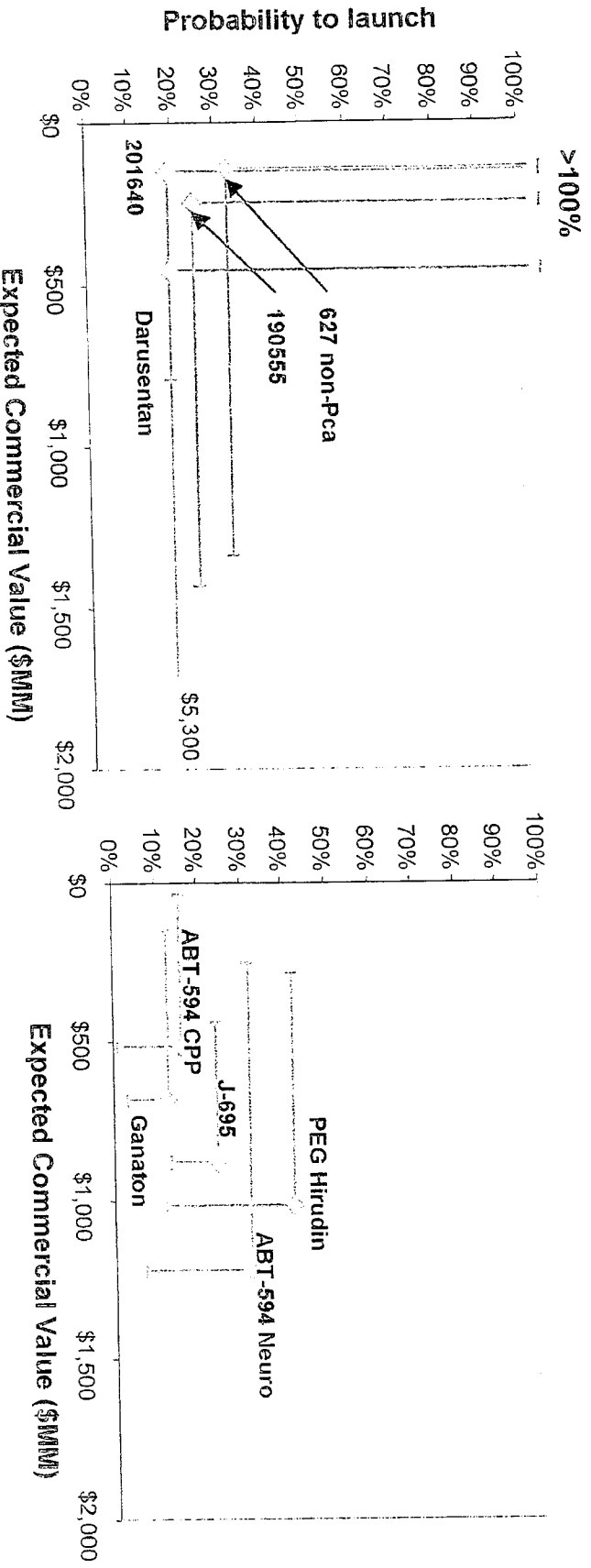
\$500MM
Phase III Bias
20% Phase IV

Projects out of portfolio

Projects in portfolio

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A16

Phase III projects

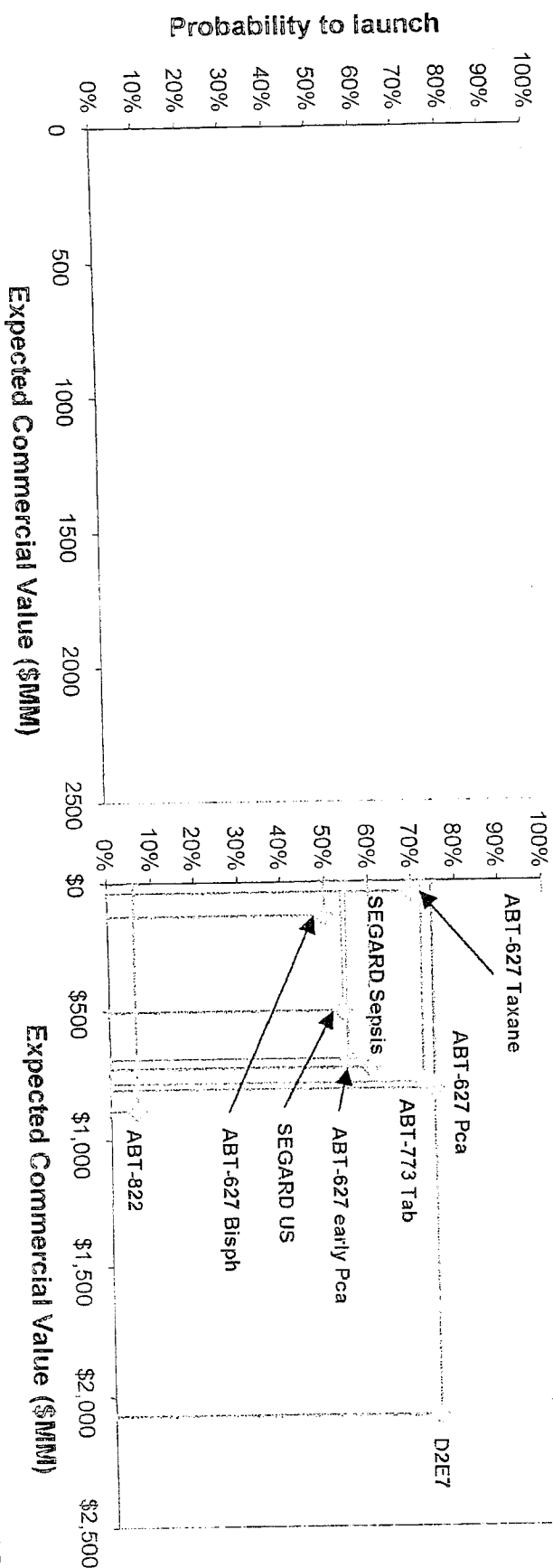
\$500MM
Phase III Bias
20% Phase IV

ABBT 0013946

**HIGHLY
 CONFIDENTIAL**

Projects out of portfolio

Projects in portfolio



4/20/01

A17

CERTIFICATE OF SERVICE

I hereby certify that this document(s) filed through the ECF system will be sent electronically to the registered participants as identified on the Notice of Electronic Filing (NEF) and paper copies will be sent to those indicated as non registered participants on February 18, 2008.

Date: February 18, 2008.

/s/ Eric J. Lorenzini

Eric J. Lorenzini (*pro hac vice*)